

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- ESTABLISH DIRECT CONTACT WITH KEY OFFICIALS OF ECOPETROL AND FOREIGN OIL & GAS OPERATORS.
- FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF ESTABLISHING NEW REPRESENTATION AGREEMENTS.
- PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

- LEARN CURRENT STATUS OF PLANNED PROJECTS AND WE CAN UPGRADE CANADIAN PARTICIPATION
- TO HELP ESTABLISH FOUR NEW REPRESENTATION AGREEMENTS
- INCREASE POSSIBILITY OF WINNING GAS PIPELINE CONSTRUCTION PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I. E. RESEARCH AND DEVELOPMENT TECHNOLOGY, POLYETHYLENE TECHNOLOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON A US \$1 MN. CONTRACT FOR TECHN ASSISTANCE TO THE PETROL-EUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO. 2 OFFICIAL

QUARTER: 2 -----
QUARTER: 3 -----
QUARTER: 4 -----

\$ 800 MILLION
\$ 40 MILLION
\$ 300 MILLION