

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

3

POST :640-BOGOTA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON EXISTING PROJECTS.
INCREASED CANADIAN PARTICIPATION.

PUT IN PLACE NEW MARKETING STRATEGY.
FOCUSING ON RESOURCES.

PREPARE EXPANDED SECTORAL OVERVIEW.
BETTER AWARENESS OF OPPORTUNITIES.

PROMOTION OF KEY CANADIAN SUPPLIERS.
MORE CDN SUPPLIERS INVITED TO BID.

PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.
WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Receive Alberta Mission.
Prepare expanded sectoral overview.
Support EDC line of credit offer to Ecopetrol.

QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPETROL
PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE
OIL COMPANY

QUARTER: 3 PROMOTE SIGNING OF EDC-ECOPETROL LINE OF CREDIT
PREPARE MARKETING STRATEGY TO TAKE ADVANTAGE OF
LINE OF CREDIT

QUARTER: 4 PROMOTE SIGNING OF EDC-ECOPETROL LINE OF CREDIT
PROMOTION OF KEY CDN SUPPLIERS
ALBERTA OIL AND GAS MISSION

Alberta Mission composed of 8 cos visited Bogota
Bucaramanga & Barrancabermeja. Sectoral Report
updated, completed, printed and distributed.
Ecopetrol Board of Directors approved line of
credit now under study by Ministry of Finance.

EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM
COLOMBIAN MINISTRY OF FINANCE
ECOPETROL VP GAVE MARKET SEMINARS IN MONTREAL,
TORONTO AND CALGARY

LINE OF CREDIT SHOULD BE SIGNED IN EARLY 1990
INCOMING BUYERS MISSION PLANNED FOR EARLY 1990

COL FINANCE MINISTRY AND ECOPETROL STUDYING
FINAL DRAFT OF LINE OF CREDIT; EDC NEGOTIATING
TEAM TO VISIT IN LATE APRIL/EARLY MAY
ALTA MISSION POSTPONED INDEFINITELY DUE TO
SECURITY CONCERNS