

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
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

FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.

\$ 10 MILLION

FINALIZE EDC LINE OF CREDIT WITH ECOPETROL.

\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE  
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPETROL  
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR ECOPETROL OFFICIALS TO  
EDMONTON FOR INTERCAN. MARKET RESEARCH FOR  
UPDATING OIL AND GAS REPORT.

TWO ECOPETROL OFFICIALS SENSITIZED TO CDN EXPERTISE IN THIS SECTOR THROUGH INTERCAN ATTENDANCE. MARKET INTELLIGENCE PASSED ON TO CDN CO'S. ALTA OIL MISSION ESTABLISHED NEW CONTACTS.

QUARTER: 2 -PLANNING & SUPPORT OF GAS SYMPOSIUM PLANNED FOR  
BOGOTA & BARRANQUILLA IN NOV. '87.  
-FOLLOW UP AND ASSISTANCE TO INTERA TECHNOLOGIES  
INC. TO OBTAIN LAND SURVEYING CONTRACT.

INTERA WON CONTRACT AND SEEKING OFFICIAL PERMISSION TO BRING AIRCRAFT INTO COLOMBIA TO EXECUTE CONTRACT.

QUARTER: 3 FOLLOW UP ON MAJOR PROJECTS, I. E. NEW REFINERY,  
NATURAL GAS PIPELINE, & PROMOTE CDN CAPABILITIES  
UPDATE EMBASSY REPORT ON COL. OIL & GAS INDUSTRY

EMBASSY & CDN NATURAL GAS MISSION STAGED WELL-- ATTENDED TECHNICAL SEMINARS IN BOGOTA & BARRANQUILLA. UPDATED REPORT DISTRIBUTED TO INTERESTED CDN COMPANIES.

QUARTER: 4 -----