

REPORT 4
89/02/06

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
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE PARTS TO CEPE

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF OIL AND GAS EQUIPMENT.

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN EXPORTERS.

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

INCREASED ASSISTANCE TO CDN EXPORTERS,FEDERAL AND PROVINCIAL REPS IN THEIR MARKETING EFFORTS

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS AND AGENTS

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDURES AND INCREMENT OF POSSIBILITIES FOR WINNING SERVICE CONTRACTS

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988

PROVIDE "EARLY-WARNING" INFORMATION FOR CANADIAN EXPORTERS

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 US\$1MN. CONTRACT FOR TECHN ASSISTANCE TO THE PETROLEUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIALS

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----