

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  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

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

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS  
AND AGENTS

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

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE  
PARTS TO CEPE

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF  
OIL AND GAS EQUIPMENT.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN  
EXPORTERS.

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

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDU-  
RES AND INCREMENT OF POSSIBILITIES FOR WIN-  
NING SREVICE CONTRACTS

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 TECHNO-  
LOGY).

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 -----