

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.

LEARN CURRENT STATUS OF PLANNED PROJECTS AND WE CAN UPGRADE CANADIAN PARTICIPATION

FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF ESTABLISHING NEW REPRESENTATION AGREEMENTS.

TO HELP ESTABLISH FOUR NEW REPRESENTATION AGREEMENTS

PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

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 Develop new sectoral strategy in light of Cdn experience in this sector.
Promote Lummus Canada polyethylene plant proposal.

Col-Post submitted sectoral strategy discussion paper to assist in defining priorities in this sector. Col-State oil co. accepted Cdn govt invita'n to sent 2 officials to Cda to assess Cdn polyethylene technology, timing to be determined

QUARTER: 3 Establish direct contact with key officials of ECOPETROL and foreign oil and gas operators.

Supported Cdn interest in polyethylene project (Col. Government has since decided to abandon project due to lack of financial resources)

QUARTER: 4 Continue to establish direct contacts with key officials of Ecopetrol and foreign oil & gas operators to gather project info & promote Cdn suppliers. - Promote EDC/offer of line of credit to ECOPETROL - Update Oil & Gas Report.

Comm. Section visited El Centro Production district, COLGAS, B/Meja refinery & petrochemical complex, TERPEL, Colombian Petroleum Institute & various headquarter divisions & Bogota-based operators. - Update of Oil & Gas Report completed