

in providing services for companies involved in oil & gas pipeline construction. The company is interested in talking to any Canadian companies that have expertise in these areas.

FOTOGRAMETRIA ANALITICA LTD. (F.A.L.)

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This company is the biggest geomatics company in Colombia with sales just over US\$ 1,200,000 in 1993. The company was founded in 1980 and currently has 50 permanent employees. They currently employ 13 professionals with various qualifications and 26 technicians involved in digitalization, photogrammetrics, cartography and topography. The remaining 11 personnel provide support services. It is the only geomatics company in Colombia that has its own light aircraft. It also has an office in the city of Medellin.

F.A.L. offers the following services: Aerial photography, photogrammetrics, cartography, digitalization, photo-interpretation, cadastral services, agricultural and ecological studies, urban and rural planning, general geological exploration (geophysical and geochemical) and engineering consulting work. They have worked on contracts where they had to employ over 450 temporary workers. The majority of the contracted employees have worked with F.A.L. in the past. This provides the company with knowledgeable personnel ready to adapt rapidly to the different needs of each project.

The company has state of the art equipment and is constantly upgrading old equipment with new technology. They use CADMAP and ARC/INFO are software products they use and they have various plotters at their disposal. The company is also responsible for the distribution of Arcade, AutoCAD and AutoDESK.

In the past F.A.L. has worked with two related Canadian companies, which were INTERA and INTERMAP based out of Calgary. They used INTERMAP's expertise for processing radar images. In their opinion the relationships were mutually beneficial.

The company has worked on contracts for the following organizations: ECOPETROL, IGAC, District Cadastral Department of Bogota, Cali and Medellin, KELT Colombia S.A., National Coffee growers Association, DANE, HIMAT, Occidental de Colombia, Drummond Ltd., Intercor (subsidiary of Exxon) and INGEOMINAS.

This company is willing to talk to any Canadian companies wishing to do business in Colombia, but did not have any specific needs at the moment. Their needs are constantly changing and depend on the contracts they receive.