

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

58

POST :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

INCREASE AND IMPROVE CONTACTS WITH PETROPERU AND PETROMAR, ESPECIALLY WITH THE PROCUREMENT OFFICE OF PETROPERU.

DEVELOP CONTACTS WITH FIELD TECHNICIANS AND PROJECT MANAGERS PARTICULARLY IN TALARA AND IQUITOS.

DEVELOP RELATIONS WITH REPRESENTATIVES/AGENTS INVOLVED IN THE PETROLEUM SECTOR.

ANTICIPATED RESULTS:

INCREASE THE NUMBER OF CANADIAN COMPANIES ON THE ELIGIBLE BIDDERS LIST OF PETROPERU AND PETROMAR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A)SELECTED INVITEES FOR NAT'L PETROLEUM SHOW 88 (CALGARY):2 PERUVIAN,1 BOLIVIAN. B)SELECTED INVITEES FROM PERU & BOLIVIA FOR ASIPID 88 (TRAINING COURSE).

QUARTER: 2 Prepared updated report on Petroleum Sector. Follow up with Petroperu officials that visited MPS 88.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A)INVITEES WELL IMPRESSED WITH CDN TECHNOLOGY; POSSIBILITY AGREEMENT SIGNING BETWEEN PETROPERU & PETROCANADA. B)BOLIVIAN PARTICIPANT FROM YPFB ATTENDED.

Briefed DEA and Cdn companies on last agreements reached by Peruvian Govt. on Petroleum sector. Possible technology transfer agreement between Petroperu and Petrocanada.