

Oil Products, Services Imported by Petroecuador Total US\$60 Million

Ecuador's oil sector offers Canadian exporters a number of commercial opportunities what with Petroecuador, the government holding company that controls the entire sector, annually importing approximately US\$60 million worth of products and services.

Canadian exporters can also take advantage of a \$10 million line of credit granted by Canada to the Corporacion Andina de Fomento (CAF), through which Petroecuador also receives project financing.

These are among the findings of a January 1990 study titled *Report on the Oil and Gas Sector in Ecuador* (#110-LA), available through Info Export (see box page 12).

The Ecuadorian government is concentrating its efforts on policies designed to promote exploration and develop the related infrastructure.

Current oil reserves stand at between 1.2 and 1.5 billion barrels but recent unexploited discoveries could add 250 million barrels to the total.

Petroecuador's annual budget is expected to increase from US\$743 million in 1990 to \$1.9 billion in 1993. Exploration accounts for 62 per cent of its investment spending.

Petroecuador's short-term priorities are heavy crude extraction, improving the productivity of its refineries, enhancing employee training, constructing three pipelines and improving environmental protection.

It will also continue its exploration and exploitation program in co-operation with foreign companies. A half-dozen of these agreements expired or will expire in

1992, and Petroecuador will certainly launch new calls for tenders on the international market.

The Ecuadorian hydrocarbons agency predicts that the industry will require investments of approximately US\$720 million, or US\$60 million per year, just to maintain its current production.

For further information on commercial opportunities in Ecuador's oil sector, contact The Consulate

of Canada, Av 6 de Diciembre 2816, Of 4N, Caja Postal 6512 CCI, Quito, Ecuador. Phone: (011-593-2) 525-044; 543-214. Fax: (011-593-2) 564-795.

Or contact Georges Lemieux, Latin American and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, K1A 0G2. Tel.: (613) 996-5548. Fax: (613) 943-8806.

Argentina Lifts Ban on Pork

The ban on Canadian pork products, both frozen and chilled, has been lifted by the Argentina Animal Health Authorities, permitting Argentine companies to resume normal import procedures.

In the first 11 months of 1991, Argentina, Brazil, Chile, Colombia, Guyana, Suriname and Venezuela imported 2,467,665 kilograms of pork products from Canada.

Companies requiring additional information on exporting pork products to South America should contact directly Canadian trade commissioners in the target markets or, for general information, the Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, K1A 0G2. Tel.: (613) 996-5546. Fax: (613) 943-8806.

EDC Aids Sales to Hungary; Up to 85% Financing Available

Canadian exporters can more easily sell their goods and services to Hungarian buyers by offering financing — from the Export Development Corporation (EDC) — of up to 85 per cent of their contract price.

That's because the EDC has renewed a \$15-million Line of Credit with Magyar Nemzeti Bank (MNB) of Budapest.

The main advantage for Canadians using EDC's financing serv-

ices is that EDC pays the exporter directly on behalf of the buyer, then subsequently collects the loan from the borrower. In this case, EDC will be repaid by MNB.

Exporters interested in obtaining more information on EDC's various lines of credit should contact EDC regional offices in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal and Halifax.