

REPORT 4  
89/10/10

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 :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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

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

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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).

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

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

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

QUARTER: 3 a) Worked with number of Cdn cos on presenting bids and following up several tenders called by Petroperu. b) Collaborated closely with Kenting AIOB contract in Bolivia.

Three Cdn companies won tender competitions i.e. Lavalin, TransCanada Pipelines and Nova Corp.

QUARTER: 4 Increase and improve contacts with Petroperu, Petromar and YPFB. Develop relations with representatives/agents involved in the petroleum sector in Peru/ Bolivia.

Updated oil report for Peru. Still meeting with people in sector. Two potential agents in Peru and two for Bolivia have been approached.