

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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:

ALL SUB-SECTORS

IMPROV CONT W/PETROPERU & PETROMAR,NOTAB W/FIELD TECHNICIANS
INCREASE AWARENESS OF CDN CAPABILITIES;AND CDN COS ON ELLI-

GIBLE BIDDERS LIST

DEV BROADER RANGE OF REL WITH REPS/AGENTS INVOLVES IN PETRO
INCREASE AWARENESS OF CDN CAPABILITIES IN THE OIL AND GAS

SECTOR

FOLLOW-UP WITH PAST PARTICIPANTS OF NATL PETROLEUM SHOW
CONTRACT(S)RELATED TO NORTHERN PIPELINE MAINTENANCE(\$3 MIL-

LION)

UPDATE PETROLEUM SECTOR REPORT FOR PERU
INCREASE CDN AWARENESS OF DEVELOPMENTS IN PERUVIAN OIL SEC-

TOR.

PREPARE PETROLEUM SECTOR REPORT FOR BOLIVIA
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase and improve contacts with Petroperu and
Petromar.
Develop relations with representatives/agents
involved in the petroleum sector

Have cont'd to meet w/people in different areas
in Petroperu & Petromar, aiming to develop a clo
se relationship with key pers in both cos.
Presently working with 3 new potential agents
Lack of fin'g makes it diff't to get more result

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----