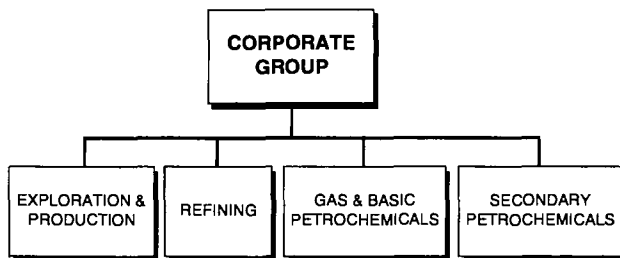


PEMEX REORGANIZATION



into exploration and production, refining, gas and basic petrochemicals, and secondary petrochemicals. Once the reorganization is completed in the first part of 1993, it is likely that the process of acquiring geographic information systems for each business unit will go ahead.

PEMEX has its corporate head office in Mexico City, where decision-making is centralized. The company is organized into three geographic regions for operations. The North District is handled from Poza Rica, Veracruz; the South District from Villahermosa, Tabasco; and off-shore operations in the Gulf of Mexico are handled from the Ciudad del Carmen, Campeche. Most PEMEX departments have offices in these areas and may also have smaller field offices throughout the country.

Most PEMEX departments are in the initial stages of evaluating GIS packages. They are convinced of the benefits of using GIS in their operations. However, they have received only spotty information from suppliers.

The PEMEX Department of Cartography and Exploration Geodesics had the purchase of a GIS included in its 1993 budget. Principal applications of geographic information in the department are to identify potential petroleum deposits for exploration and exploitation. There are 15 technical people in the department who produce about 40 maps per month. These include geological, topographical, seismographic and gravimetric maps. The department uses a Compaq 486-33 mhz PC with a 100mb hard drive, an HP-RX plotter and an HP LaserJet for output. DBase IV handles its database.

Mr. Eduardo Bracho Tellez (Telephone 531-5992, direct line), the department chief, states that AUTOCAD is currently used for map making but he is convinced that a GIS would be more convenient. His main requirement is that the program accept Global Positioning System (GPS) values.

Mr. Bracho Tellez identifies software and training as the 1993 acquisition priorities. He is planning to standardize the software used in the main and three regional offices. Mr. Bracho Tellez has received only sporadic information from GIS firms, the most recent being for a GES 7.0 from Geographix in Denver. Purchases of this type are coordinated by Ing. Raul Mercado, responsible for software purchases.

In the Exploration and Production Division, Mr. José Salinas Altes, the Assistant Manager for Exploration DataBases (Telephone 531-6318, direct line), is currently automating operations. In March 1993, his area received 15 Sun workstations, a Sparkstation (model 10 or 12), a Versatec electrostatic plotter and a Calcom pen plotter. The equipment will be installed primarily in the regional offices (four in the north, five in the south, one in maritime operations and one in the Mexico City corporate office). The system will be installed by Schlumberger.

Mr. Salinas' department is new, a result of the corporate reorganization. The area employs 40 technical people in the four offices. The Exploration DataBases area maintains geological, seismographic, geochemical, geophysical, paleontological and geographic information for use in exploration projects. The information is used by field personnel and executives of the Exploration and Production

PEMEX: Location of Principal Offices

