

REPT4D
90/06/26

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

52

POST :639-LIMA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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 - Increase and improve contacts with Petroperu,
Petromar and YPFB
- Develop relations with representatives/agents
involved in the petroleum Sector in Peru and
Bolivia.

-We have developed good contacts w/high levels
of Petroperu & Pertomar. Same to be done in Bo-
livia in next trip.
-We are still working on development of new
agents in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----