

GENERAL AGREEMENT ON TARIFFS AND TRADE

RESTRICTED

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STATE TRADING

Notifications Pursuant to Article XVII:4(a)

PERU

The following communication, dated 2 September 1985, has been received from the Permanent Mission of Peru.

STATE TRADING

In accordance with Article XVII(1) of the General Agreement, and the Decision adopted by the CONTRACTING PARTIES at their twentieth session, the Government of Peru hereby submits its notification on State trading.

1. Under Legislative Decree No. 216 of 15 June 1981, economic activities reserved to the State may only be instituted for reasons of social interest or national security recognized by law. The Peruvian State acts in the entrepreneurial sphere in the following manner:

- exclusively, or
- in association.

2. For the conduct of economic activities reserved to the State, only entities of the following forms may be used:

- public-law enterprises
 - State enterprises governed by private law
 - mixed-economy enterprises
 - State shareholdings.
- Public-law enterprises are legal persons governed by their statute of incorporation or to which the powers inherent in public administration or governmental authority under public law have been granted.
 - State enterprises under private law are legal persons governed by private law whose capital belongs entirely to the State. They may only take the form of limited liability companies.
 - Mixed-economy enterprises are legal persons governed by private law, which may only take the form of limited liability companies, and in the capital and management of which the State participates in association with third parties.

- State shareholding consists in participation of the State in corporate bodies governed by private law, which do not possess the necessary characteristics to be classed as mixed-economy enterprises.

The following enterprises have been converted into private-law State enterprises:

- Empresa de Telecomunicaciones del Perú S.A. (ENTEL PERÚ S.A.)
(Telecommunications Company of Peru)
- Empresa Nacional de Puertos S.A. (ENAPU S.A.)
(National Ports Authority)
- Corporación Peruana de Aeropuertos y Aviación Comercial S.A.
(CORPC S.A.) (Peruvian Airports and Commercial Aviation Corporation)
- Compañía Peruana de Vapores S.A. (C.P.V.S.A.)
(Peruvian Steamship Company)
- Empresa Nacional de Transporte Urbano del Perú (ENATRU PERÚ S.A.)
(National Urban Transport Corporation)
- Empresa Nacional de Ferrocarriles S.A. (ENAFER S.A.)
(National Railways)
- Laboratorios Unidos S.A. (LUSA) (United Laboratories)
- Empresa Nacional Pesquera S.A. (PESCAPERÚ S.A.) (National Fisheries)
- Empresa Peruana de Servicios Pesqueros S.A. (EPSEP S.A.)
(Peruvian Fishery Services)
- Empresa Nacional de la Coca (ENACO) (National Coca Corporation)
- Empresa Siderúrgica del Perú (SIDERPERÚ)
(Iron and Steel Corporation of Peru)
- Empresa de la Sal (EMSAL) (Salt Corporation)
- Empresa Nacional de Tabaco (ENATA) (National Tobacco Corporation)
- Empresa Estatal Industrial Cachimayo (INCA)
(Cachimayo State Industrial Corporation)
- Empresa del Alcohol Industrial
(Industrial Alcohol Corporation)
- Cemento Yura (Yura Cement)
- Cemento Sur (Southern Cement)
- Empresa Nacional de Turismo (ENTURPERÚ) (National Tourism Service)
- Empresa Minera del Perú S.A. (MINEROPERÚ S.A.)
(Mining Corporation of Peru)
- Empresa de Comercialización de Productos Mineros S.A. (MINPECO - S.A.)
(Mined Products Marketing Corporation)

- Petroleos del Perú (PETROPERÚ S.A.) (Peruvian Oil)
- Empresa de Electricidad del Perú (ELECTROPERÚ S.A.)
(Peruvian Electricity Corporation)
- Servicios Industriales de La Marina S.A. (SIMA)
(Marine Industrial Services)
- Industria Aeronáutica del Perú S.A. (INDAERPERÚ S.A.)
(Peruvian Aeronautical Industry)
- Agencia Peruana de Noticias y Publicidad S.A. (ANDINA)
(Peruvian News and Advertising Agency)
- Empresa de Ciné, Radio y Televisión Peruana S.A. (RTP)
(Peruvian Cinema, Radio and Television Corporation)
- Empresa Peruana de Servicios Editoriales S.A.
(Peruvian Publishing Service)

Information regarding State enterprises engaging in State-trading activities is set forth in the annex to this document.

EMPRESA PERUANA DE SERVICIOS PESQUEROS

EPSEP

(Peruvian Fishery Services)

I. Concession granted

Domestic and foreign marketing of fish and fish products such as:

- frozen fish
- preserved fish
- fish meal
- marine algae.

Marketing is in competition with private enterprises operating in the same field.

Legal basis

Legislative Decree No. 053 of 20 March 1981: "Law on the Peruvian Fishery Services".

II. Reason for the concession

To provide services in relation with the supply and marketing of hydrobiological products for direct human consumption for the purpose of regulating supply and prices thereof in accordance with the policies of the Ministry of Fisheries.

III. Operations of the enterprise

- Extraction of hydrobiological products for direct human consumption, with vessels that are owned, chartered or leased by EPSAP, or of which it has the use.
- Wholesale and retail marketing of hydrobiological products for direct human consumption in order to provide adequate supplies to the domestic and foreign markets.
- Conclusion of contracts relating to the extraction and domestic and foreign marketing of hydrobiological products for direct consumption, and to services, in addition to charter contracts and others relating to EPSEP operations.
- Conclusion of technical and financial co-operation agreements with national and foreign institutions in order to promote national scientific technical development in areas within its competence.

- Export only of frozen fish, preserved fish, fish meal, and marine algae.
- Private traders can have access to export transactions through free competition.
- Domestic marketing is limited to short-term negotiations using EPSEP's own channels of direct distribution to the consumer.

IV. Determination of export volumes

Export volumes are calculated on the basis of the surplus remaining once Peruvian consumer demand has been met.

V. Prices

Export prices are fixed within a system of free competition on the basis of the best offer from a buyer.

PRODUCTION OF FISHERY PRODUCTS 1981-1983
MT, gross weight

Year Product	1 9 8 1			1 9 8 2			1 9 8 3		
	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %
Fresh fish	48.7	---	100.0	5.0	---	100.0	4.6	---	100.0
Frozen fish	523.6	44,176.4	1.2	133.0	22,183.0	0.6	64.6	49,759.4	0.1
Salted and dried fish	12.0	13,884.0	---	7.2	13,672.8	---	---	11,150.0	---
Salted (cured)									
Preserved fish	784.5	139,270.5	0.6	---	64,500.0	---	---	25,853.0	---
Fish-meal	-----	478,277.0	---	---	665,499.0	---	---	219,325.0	---

Source: Annual reports EPSEP Marketing Division and Ministry of Fisheries statistics.

Prepared by: Marketing Division/Office of Statistics.

DOMESTIC SALES OF FISHERY PRODUCTS 1981-1983

Product	1981			1982			1983 ²		
	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %
Fresh fish	3,694.2	143,599.8	3	4,979.3	145,813.7	3	2,975.4	135,224.6	2.0
Frozen fish	7,629.7	3,205.3	70	4,925.1	2,173.9	69	5,045.2	3,727.8	58.0
Salted fish (cured)	20.1	5,550.0	0	36.3	7,506.7	0	46.4	6,753.6	1.0
Preserved fish ¹	961.6	26,814.4	3.5	888.2	22,921.8	3.7	634.2	18,343.8	3.3
Fish-meal (indirect consumption)	---	71,521.0	0	---	106,354.0	0	---	82,963.0	0

¹77 CJS/MT is taken as the average for EPSEP.

²Preliminary figures

Source: Annual reports EPSEP Marketing Division and Ministry of Fisheries statistics.

Prepared by: Marketing Division/Office of Statistics.

EXPORTS OF FISHERIES PRODUCTS - MTG
1981-1983

Year Product	1981			1982			1983		
	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %	EPSEP	Rest of the country	EPSEP share %
Frozen fish	191.7	31,501.3	0.6	802.0	16,996.0	4.5	---	26,731.0	----
Preserved fish	18.2	113,487.8	---	---	51,179.0	---	---	18,562.0	----
Fish-meal (indirect consumption)	437.4	382,886.0	---	---	630,457.0	---	---	173,239.0	----
Marine algae ¹	136.0	22.0	86.1	---	----	---	---	----	----

¹ Produced in previous years

Source: Annual reports EPSEP Marketing Division and Ministry of Fisheries statistics.

Prepared by: Marketing Division/Office of Statistics.

EMPRESA COMERCIALIZADORA DEL ARROZ

ECASA

(Rice Marketing Corporation)

I. Concession granted

Marketing of rice at the national level, with exclusive right to acquire the total national production of rice in husk. When required for supply needs, also imports this product.

Legal basis

Decree Law No. 22713 of 3 October 1979, Articles 2 and 4.

Decree Law No. 22956, rice marketing standards and guidelines.

II. Purpose of the concession

Domestic marketing of rice on behalf of the State by ensuring adequate distribution and supply.

III. Operations of the enterprise

- ECASA purchases domestic output. When this does not suffice to supply the domestic market, it is empowered to import the additional quantity needed.
- Private traders are also authorized to import special types of rice, but not to export.
- Various credit lines are used for import operations, in particular the U.S. Government's PL-480, through long-term government-to-government contracts, and the GSM-101.

IV. Determination of import volumes

Import volumes are fixed in accordance with the national supply programme, and calculated on the basis of the shortfall in domestic production.

V. Prices

- The purchase price is fixed by the State at a level that guarantees payment of producer costs.

End product prices to the consumer are determined in the following manner:

- "Controlled" ordinary rice: MEF
- Family, extra, superior, whole rice: ECASA.

IMPORTS

(In \$'000)

PRODUCT	1981		1982		1983	
	Volume MT	Value \$	Volume MT	Value \$	Volume MT	Value \$
Rice	102,895	57'294	56,847	21'041	116,386	46'321

Source: Department of Transport and Imports - ECASA

EMPRESA NACIONAL DE COMERCIALIZACION DE INSUMOS (ENCI)
(National Inputs Marketing Corporation)

I. Concession granted

ENCI participates in the marketing (exports and/or imports) of the following agro-industrial products and inputs, operating within a free and competitive market that covers 70 to 80 per cent of the total domestic trade:

- (a) cotton fibre and seed
- (b) coffee
- (c) fertilizers
- (d) food products and inputs

Legal basis

- (a) Cotton fibre and seed
 - Decree Law No. 20736 of 17 September 1974.
 - Supreme Decree No. 072-78 of 25 October 1978 (transferring marketing functions from EPCHAP to ENCI).
- (b) Coffee
 - Supreme Decree No. 072-78-PE of October 1978 (authorizing export marketing of coffee beginning 1 November 1978).
- (c) Fertilizers
 - Decree Law No. 20705 of 27 August 1974.
 - Supreme Decree No. 039-76-C0/CI of 17 March 1976 by which ENCI assumed responsibility for marketing fertilizers produced by FERTISA and INDUS.
 - Supreme Decree No. 106-77-C0/A of 18 August 1977.
- (d) Food products and inputs
 - Ministerial Resolution No. 00834-79-AA-EPSA of 2 July 1979.
 - Ministerial Resolution No. 01031-79-AA-ENCI of 24 August 1979.

II. Purpose of the concession

(a) Cotton fibre and seed

- To ensure normal supply of a product essential for the economy and the domestic textile industry.
- To guarantee a fair return to the producer through the free play of forces of an undisrupted international market.

(b) Coffee

- To guarantee a fair return to the producer through the free play of forces of an undisrupted international market.
- To obtain the best prices in the international market.

(c) Fertilizers

- To ensure normal supply in terms of quantity, quality and availability at the lowest possible cost.
- To promote maximum rational consumption of fertilizers throughout the country.
- To promote technically and economically more efficient rational consumption patterns for each area or region, priority being given to Peruvian products.

(d) Food products and inputs

- To reduce marketing costs to a minimum.
- To provide incentives to producers located near or in forest areas.
- To help improve the diet of the working population.

III. Operations of the enterprise

- To ensure supply of basic agro-industrial products and inputs for the relevant producing sectors, and market the national production surplus abroad.
- To provide services to third parties involved in import and/or export activities.
- To channel credit lines extended to Peru for the import and/or export of the products which it markets.

- Private traders and ENCI participate in import/export trade within a free market and with equal rights pursuant to the regulations and checks in force.

ENCI carries out three types of marketing operations:

(a) For the State's account

It markets food products and inputs subject to price controls: maize, wheat, oils used as inputs, and milk products and inputs.

(b) For producers' account

It markets coffee and cotton.

(c) For its own account

It markets fertilizers, food products and inputs not subject to price controls.

In accordance with State policy, it negotiates short-, medium-, or long-term contracts; and participates in State-trading transactions for the purpose of fulfilling the Government's contractual obligations.

IV. Criteria for determining exportable supplies

- Import and export volumes are determined by the Ministry of Agriculture, which approves the annual import programme and export quotas. The volume set applies both to ENCI and to private entities.
- The criterion for determining import/export volumes is based on projected needs and surpluses, and the annual quota commitments established by bilateral agreement and/or international commodity arrangements to which Peru is a party.

ENCI - PRODUCTION AND EXPORTS OF COTTON AND COFFEE

1981 to 1983

Product	1981			1982			1983		
	Production	Exports in MT	F.o.b. value \$	Production	Exports in MT	F.o.b. value \$	Production	Exports in MT	F.o.b. value \$
Cotton	101,076	31,519	63'470,361	85,360	59,206	85'115,156	40,079	26,150	37'599,476
Coffee	65,000	45,299	105'714,701.25	63,000	20,049	52'943,954.25	62,000	379	946,394.75
Total	166,076	76,818	169'185,062.25	148,360	79,255	138'059,110.25	102,079	26,529	38'545,871.75

Source: ENCI

PETROLEOS DEL PERÚ (PETROPERÚ S.A.)

(Peruvian Oil)

I. Concessions granted

(A) Crude oil

(B) Fuels:

- Liquefied gas
- Aviation spirit
- Turbine fuel
- Kerosene
- Diesel oil
- Other fuels

(C) Chemical products

- Urea
- Naphthenic acid
- Isopropyl alcohol
- Acetone

Legal basis

- Legislative Decree No. 43: Law on the Peruvian Oil Enterprise
- Decree Law 18930 of 17 August 1971
- Decree Law 17440 of 19 February 1969
- Decree Law 17753
- Supreme Decree No. 056-79 MICTI/CO-CE of 15 May 1979.

II. Purpose of the concession

- The oil industry and trade in petroleum, similar hydrocarbons and their derived products, as well as basic petrochemicals, are of public utility and necessary for the security of the State.
- To maintain the operation and development of production plants in order to fulfil the designated task and ensure national supplies of essential and/or strategic goods and products.

III. Operations of the enterprise

PETROPERÚ trades on the international market, making exports and/or imports. While it has exclusive responsibility for the import of crude oil and fuels, it does not have exclusive responsibility for the export of those products.

- In the case of crude oil, only firms which have contracts concluded with PETROPERÚ may make export sales.
- Private firms may freely import lubricant bases as an input for preparation of the final product: lubricating oils and greases.
- In the case of petrochemicals, private trading enterprises are permitted to import freely with the exception of the products listed in paragraph 1 above (concessions granted).
- There is free competition among private trading enterprises in the marketing of the chemical products produced by PETROPERÚ.

IV. Criteria for determining export and import volumes of oil and fuels

- The determination of the exportable volume takes account of the surplus available after national demand has been satisfied.
- The quantities to be imported are determined on the basis of domestic-market requirements.
- Exports may be made to any country without distinction, except where an embargo has been imposed by the United Nations (case of South Africa).
- In making imports, account is taken of the needs of users and of the specifications called for by them and by PETROPERÚ.

Prices

- Export prices fluctuate according to conditions on the international market (determined by supply and demand). The domestic selling price for some products is based on manufacturing cost and marketing expenses, plus a reasonable profit.
- Domestic-market prices of imported oil and fuel are based on the cost of the product plus the profit needed to cover expenses. In the case of fuel, prices are fixed by the Government. PETROPERÚ imports fuels, lubricant bases and chemical products not produced in the country.
- Long-term contracts are concluded only for fuels and lubricant bases.

Because of favourable conditions PETROPERÚ imports mainly from the United States and the Caribbean. Exports are primarily to Japan under an agreement between PETROPERÚ and JAPCO (Japan Petroleum Oil Company).

PETROPERÚ PRODUCTION

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Crude Oil and Derived Products 1981-1983

	(Unit: barrels)		
	1981	1982	1983
<u>CRUDE OIL</u>	70'431,195	69'560,588	62'454,027
<u>Products</u>			
Turbine fuel-B	1,096		
Turbine fuel-A-1	3'286,185	2'875,013	2'718,013
Petroleum motor fuel 95 oct.	719,120	885,105	765,075
" " " 84 "	12'027,632	10'169,155	9'345,043
" " " 80 "	725,052	1'939,633	411,064
" " " 45 "	41,328	75,339	95,353
Naphtha FCC	446,860	528,005	218,732
Kerosene	7'003,338	7'111,962	6'023,807
Petrodiesel No. 1	27,778	28,881	10,245
Petrodiesel No. 2	12'944,716	12'033,303	9'580,439
Industrial oil No. 5	1'724,261	1'449,120	902,739
Industrial oil No. 6	15'182,905	17'410,250	20'734,751
Lubricant-oil	58,246	52,405	13,947
Clarified oil	49,555	92,928	33,753
Lubricant greases	16,113	12,936	8,904
Propane (LPG)	1'409,892	1'526,426	1'169,659
Butane	923	193	(223)
Peru solvent No. 1	69,562	66,293	36,216
Peru solvent No. 3	81,247	90,547	72,043
Liquid asphalt	116,556	133,829	62,150
Solid asphalt	139,845	178,793	115,721
Naphthenic acid	2,966	3,027	2,213
Hexane	(1,250)	1,142	
Pentane	8		
Isopropyl alcohol	4,560		
Diesel oil	161,012	220,688	180,200
Combustible gas	575,126	580,077	429,028
Reduced crude		381,023	1'774,793
Slop		56	17,293
Ronax			7
Solvent RC-250			6,264
Loss (Profit)	(376,771)	(502,495)	168,533
TOTAL	56'437,861	57'343,634	54'895,762

Source: PETROPERÚ

PETROPERÚ-IMPORTS

1981-1983

Product	1981		1982		1983	
	Barrels	Value	Barrels	Value	Barrels	Value
(Fuels)						
Liquefied gas (LGP)	35,816	650'741,369	36,807	1,144'510,622	184,091	11,158'686,77
Aviation spirit 100/130 oct.	60,060	2,077'301,290	42,759	2,024'716,292	34,872	3,821'776,11
Lubricating oil and bases	208,419	7,606'419,168	137,554	7,609'822,763	112,366	13,612'573,71
Lubricating greases	581	83'830,846	254	44'876,800	33	16'884,71
Chemical products	12,048	513'031,493	13,880	836'079,691	14,554	1,652'082,66
Turbine fuel A-1	--	--	209,562	7,514'401,034	266,520	16,257'194,21
Diesel No.2-various	--	--	115,128	3,639'843,033	1'244,066	87,523'532,75
Aviation oil	--	--	170	21'466,629	--	--
Industrial asphalt 160/190	--	--	2,589	215'529,563	--	--
Petroleum motor fuel 95 oct.	--	--	--	--	228,264	16,691'408,25
Petroleum motor fuel 84 oct.	--	--	--	--	79,246	6,490'299,55
Industrial kerosene	--	--	--	--	10,343	803'413,92
Total	316,924	10,931'324,166	558,703	23,051'246,427	2'174,352	158,027'852,81

Source: PETROPERÚ

PETROPERU-EXPORTS
1981-1983

Products	1981		1982		1983	
	Barrels	Value	Barrels	Value	Barrels	Value
<u>Crude petroleum</u>						
LCT	390,783	6,391,771,682	117,718	3,223,702,721	50,000	2,070,139,500
HCT	8,894,038	128,920,216,139	7,960,301	187,407,896,738	2,791,500	99,525,602,724
Reduced	- -	- -	- -	- -	1,735,379	72,796,405,199
SUB-TOTAL	9,284,821	135,311,987,821	8,078,019	190,625,599,459	4,576,879	174,392,147,423
<u>Fuels and lubricants</u>						
Petroleum motor fuel	2,784,102	45,179,985,528	1,999,361	49,009,163,032	591,110	30,238,856,718
Petroperú Ind. No. 6	2,152,558	24,621,647,533	5,184,430	102,488,338,728	9,951,800	438,619,245,557
Petrodiesel No. 2	1,022,864	22,235,568,561	724,020	23,465,528,744	311,936	23,649,087,854
Petroperú Ind. No. 5	267,792	3,717,768,288	139,792	2,908,542,489	46,440	2,344,231,774
Petroperú Ind. No. 6	260,830	2,979,132,244	383,920	7,114,553,041	247,562	10,489,260,704
Lubricating oils	123	17,565,617	- -	- -	- -	- -
Cracked gas oil	- -	- -	178,495	3,944,793,032	- -	- -
SUB-TOTAL	6,488,269	98,751,667,771	8,610,018	188,930,419,066	11,148,848	505,340,682,607
<u>Petrochemical products</u>						
Naphthenic acid	3,293	195,643,703	1,645	191,164,832	1,158	59,189,269,435
Isopropyl alcohol	4,066	106,224,573	24,256	995,798,859	20,269	1,378,584,092
SUB-TOTAL	7,359	301,868,276	25,901	1,186,963,691	21,427	60,567,853,527
GRAND TOTAL	15,780,449	234,419,523,868	16,713,933	380,743,482,216	15,747,154	681,300,683,557

Source: PETROPERÚ

EMPRESA DE COMERCIALIZACIÓN DE PRODUCTOS MINEROS (MINPECO S.A.)

(Mined Products Marketing Corporation)

I. Concession granted

Markets the following products of the companies listed:

Minero Perú S.A.

Copper for galvanoplasty (cathodes)

Electrolytic copper (cathodes)

Centromín Perú

Blister copper (anodes)
Refined copper (wire rod)
Refined copper (rods)
Refined copper (cathodes)
Refined lead
Refined zinc
Zinc powders
Zinc sulphate
Concentrated zinc
Refined silver
Crude antimony
Arsenic trioxide
Refined bismuth
Refined cadmium
Refined indium
Refined selenium
Refined tellurium
Tungsten concentrates

Hierro Perú

Iron ore pellets
Sinter
Filter cake
Slurry

Legal basis

Under Legislative Decree No. 44 of 4 March 1981, MINPECO has the exclusive right to market the mining and metallurgical production of the enterprises Minero Perú, Centromín Perú and Hierro Perú.

Until 1982, it marketed the total national production of zinc concentrates.

II. Purpose of the concession

- Because of the importance of the mining and metallurgical sector for the national economy, MINPECO was assigned the responsibility for selling, on the various markets of the world, the exportable production of all the State mining companies.
- To ensure the generation of foreign-exchange earnings in fulfilment of the rôle assigned to the mining sector by National Development Plans and in maximizing these over the long term.
- To secure a permanent market for the country's mining production.
- To provide commercial technical assistance to mining producers.
- To help to obtain the financial resources required by the mining sector.
- To release the country's mining production for sale on a measured and timely basis in order to avoid distortions in markets and competition.

III. Operations of the enterprise

- MINPECO has exclusive responsibility for export of the mining and metallurgical products produced by the State mining enterprises.
- Small- and medium-sized mining enterprises, as well as the Southern Peru Copper Corporation, are authorized to sell their products directly or through traders, thereby establishing free competition between the private sector and MINPECO.
- Our concentrates are generally sold on the basis of long-term contracts, whereas refined products are sold on the spot market or on the basis of contracts of one year or more with regular deliveries.
- The enterprise has the administrative and marketing autonomy to attain the objectives assigned to it.

IV. Criteria for determining exportable supply of mining and metallurgical products

- Domestic demand has priority. Exportable volumes are calculated on the basis of the production surplus remaining after deduction of the consumption of domestic foundries, refineries, and processing plants.

- Exportable volumes are offered to all customers without discrimination.
- Export targets are programmed by geographical area, each being assigned a volume consistent with its economic prospects.

V. Prices

- The prices for mining and metallurgical products (with the exception of iron) are calculated on the basis of prices on the London metals exchange, the Comex exchange, European producers' prices, United States producers' prices, Handy Harman, depending on the product and the market to which it is exported. Reference quotations, freight, insurance and other factors are also taken into consideration.

MINPECO - MINING AND METALLURGICAL EXPORTS

1981-1983

(MT and thousands of US dollars)

PRODUCT	1981		1982		1983	
	Volume MT	Value US\$	Volume MT	Value US\$	Volume MT	Value US\$
Copper						
Concentrates	82,643	31,783	92,373	28,634	37,968	14,231
Cements	548	615	-	-	1,632	532
Slag	13,073	7,557	938	383	1,411	730
Blister	104,534	159,882	97,531	124,465	92,722	133,446
Refined	192,412	328,894	152,065	297,622	161,757	252,252
TOTAL	393,210	528,731	342,907	451,104	295,490	401,191
Lead						
Ore	1,957	929	-	-	1,205	234
Concentrate	112,789	134,760	108,711	70,462	107,670	86,251
Refined	80,266	56,391	66,142	34,371	62,933	23,617
TOTAL	195,012	192,080	174,853	104,833	171,808	110,102
Silver						
Refined	873	312,449	804	204,314	722	272,937
TOTAL	873	312,449	804	204,314	722	272,937
Zinc						
Concentrate	620,615	145,828	598,774	132,414	443,161	104,431
Bulk	67,091	26,718	66,367	20,222	8,739	37,430
Ferrite	40,613	4,533	22,211	2,399	9,563	1,240
Refined	112,890	94,806	149,650	114,414	146,640	108,981
TOTAL	841,209	271,885	837,002	269,451	608,103	252,292
Iron						
High-grade sinter	3'044,374	46,294	1'395,417	52,677	2'389,632	37,973
Pellets	1'139,738	31,064	979,747	36,818	899,560	22,495
Filter cake	785,776	14,217	1'092,420	18,920	838,603	12,189
Slurry	103,324	1,689	-	-	-	-
TOTAL	5'073,212	93,264	3'467,548	108,415	4'127,786	72,657
Miscellaneous products						
Antimony ore	668	653	421	350	374	214
Crude antimony	357	584	187	330	506	581
Refined bismuth	628	2,625	668	2,057	862	2,541
Refined cadmium	219	643	474	681	410	648
Refined indium	3.8	801	1.8	148	4.066	311
Refined selenium	48	418	252	181	12.	129
Refined tellurium	18	430	40.8	854	14	283
Tin concentrate	2,590	12,591	-	-	-	-
Tungsten concentrate	938	9,344	1,120	8,198	927	5,045
Molybdenum concentrate	2,213	13,231	2,302	8,975	1,756	6,237
TOTAL	7,682.8	41,320	5,239.8	21,774	4,870.066	15,989
Other products						
Copper wire	3,023	5,727	2,524	4,190	1,103	1,701
Arsenic trioxide	490	331	533	224	97	98
Barite ore	1,997	93	3,332	139	3,159	112
Lamack 5	-	-	50	50	255	239
Zinc balls	-	-	-	-	60	54
Copper bars	-	-	-	-	599	-
Brass	-	-	-	-	46	-
Anthracite coal	-	-	100	-	150	-
Sulphuric acid	-	-	9,130	-	6,094	-
TOTAL	5,510	6,151	15,710	4,839	11,634	2,447
GRAND TOTAL	6'516,708.8	1'124,087	4'844,099.8	1'164,730	5'220,413.066	1'127,083

Source: Statistical Division/OPC/MINPECO.

EMPRESA NACIONAL PESQUERA S. A.
(PESCAPERU S. A.)

(National Fisheries)

I. Concessions granted

- Production of fish-meal and oil for indirect human consumption using hydrobiological species that it is authorized to process for this purpose. As a consequence of its fishing activities conducted exclusively for this purpose, it is the sole enterprise authorized to manufacture these products.
- Manufacture of products for direct human consumption using primarily hydrobiological species.
- Manufacture of other products using by-products and derived products resulting from its activities and inputs required for its activities.
- Extraction, processing and/or industrialization of island guano and its marketing on instruction.
- Foreign and domestic marketing of products, by-products, and derived products that it manufactures, with the exception of fresh and frozen hydrobiological products.

Legal basis

Legislative Decree No. 54 of 20 March 1981.

II. Purpose of the concession

To reduce prices of the products that it processes and markets, in particular those deemed essential to the diet of the general population.

III. Operations of the enterprise

- It is a State-owned enterprise having legal personality under private law and is organized as a limited liability corporation.
- It markets domestically and internationally the products that it manufactures, extracts, processes and/or industrializes with the exception of fresh and frozen hydrobiological products.
- Its export marketing is conducted through brokers, commission agents, and other intermediaries as well as by tender, direct negotiations, contracts, and end-market sales.

IV. Criteria for determining export volumes of the products that it markets

The determination of export volumes takes account of the surplus available once domestic demand has been satisfied.

V. Prices

Export prices are determined on the basis of the following factors:

- International price for fish-meal in the north European ports.
- Price of soya-meal in the north European ports.
- Prices offered by South American competitors.
- Production cost.
- Available stocks.
- Terms of sale.

PESCAPERU
(Production)
1981-1983
(MT)

Product	1981	1982	1983
Fish-meal	345,706	427,528	85,236
Protein concentrate	550	2,100	-
Crude fish oil	52,210	148,061	3,294
Semi-refined oil	68,004	78,488	4,521
Fatty acids	5,524	6,839	750
Island guano	24,031	15,364	10,378
Balanced feed for trout	468	264	54
TOTAL	496,493	678,644	104,233

Source: PESCAPERU
Department of Statistics and Economic Studies.

PESCAPERU
EXPORTS 1981-1983

(in \$'000)

Products	1981		1982		1983	
	Volume MT	\$'000 f.o.b.	Volume MT	\$'000 f.o.b.	Volume MT	\$'000 f.o.b.
Fish-meal	234,305	104,527	453,669	151,101	90,542	34,503
Protein concentrate	1,550	321	1,050	338	1,050	445
Crude fish oil	-----	-----	72,968	19,389	-----	-----
Semi-refined oil	-----	-----	15,480	6,605	-----	-----
Fatty acids	8,334	-----	6,448	783	2,117	-----
Island guano	-----	-----	3,614	585	767	130
Balanced feed for trout	34	19	14	9	-----	-----
TOTAL	244,223	104,867	553,243	178,810	94,476	35,078

Source: PESCAPERU

Department of Statistics and Economic Studies

EMPRESA SIDERURGICA DEL PERU

(SIDERPERU)

(Iron and Steel Corporation of Peru)

I. Concession granted

Iron and steel production and direct or indirect marketing of steel and related products. Production is protected from imports by the prior licensing system.

Production line:

Non-plate products

- Bars for construction
- Smooth bars
- Bars for use in crushing and grinding mills
- Wire rod
- Billets

Plates

- Thick sheets
- Hot-rolled thin sheets
- Cold-rolled bobbins, hoop and strip
- Cold-rolled thin sheets
- Hot-rolled bobbins, hoop and strip
- Smooth and corrugated zinc-coated sheets and bobbins

Tin plate

- Seamless tubes

Legal basis

D.L. 19034 of 16 November 1971

M.R. No. 380-81-EF/CO May 1981

II. Purpose of the concession

Protection of the iron and steel industry, considered to be in the national interest.

III. Operations of the enterprise

- This manufacturing enterprise markets its products directly or through intermediaries. There is free competition between it and other manufacturing or marketing enterprises.
- Exports on an occasional basis, there being as yet no regular export programmes.
- Regularly imports bobbins and steel used in the manufacture of tin plate.
- Occasionally imports semi-finished plates which are reprocessed and used in the final products that it manufactures.
- Does not negotiate long-term contracts for marketing operations.

IV. Criteria for determining export and import volumes

- In fixing export volumes, account is taken of the need to meet domestic demand for the products manufactured by the enterprise.
- Import volumes are determined on the basis of the national supply capacity.

V. Prices

Export prices are set in accordance with the international market.

SIDERPERU
(PRODUCTION)
1981 - 1983

PRODUCTS	1981	1982	1983
	M.T.	M.T.	M.T.
<u>Non-plate products</u>			
Bars for construction	150,067	104,885	63,570
Smooth bars	5,020	4,547	928
Bars for use in crushing & grinding mills	4,938	10,643	5,175
Wire rod	16,520	16,543	15,805
Billets	2,877	6,804	2,838
TOTAL	<u>179,422</u>	<u>143,422</u>	<u>88,316</u>
<u>Plates</u>			
Thick sheets	24,035	13,738	8,244
Hot-rolled thin sheets	10,630	6,614	4,378
Hot-rolled bobbins, hoop and strip	11,892	12,138	9,564
Cold-rolled thin sheets	17,740	11,117	8,751
Cold-rolled bobbins, hoop and strip	13,849	15,835	15,344
Smooth & corrugated zinc-coated sheets and bobbins	17,738	10,766	12,440
TOTAL	<u>95,884</u>	<u>70,208</u>	<u>58,721</u>
<u>Tinplate</u>			
Seamless tubes	47,190	39,814	30,034
TOTAL	<u>47,190</u>	<u>39,814</u>	<u>30,034</u>
GRAND TOTAL	<u>322,496</u>	<u>253,444</u>	<u>177,071</u>

Source: SIDERPERU

SIDERPERU

Exports and Imports
1981 - 1983

Year	Imports US\$ f.o.b.	Exports Thousand Soles f.o.b.
1981	56'812,245	-----
1982	23'125,667	1,782'355.0
1983	9'238,500	7,290'415.0

Source: SIDERPERU