

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONCLUDE COMPREHENSIVE STUDY OF POWER SECTOR ALREADY UNDER WAY AT DRIE.

BETTER UNDERSTANDING OF LIMITED MARKET OPPORTUNITIES.

MARKETING TRIP TO NORTHEAST (CHESF, COELBA) TO INVESTIGATE EXPORT OPPORTUNITIES LINKED TO IFI - FINANCIAL PROJECTS OR ONGOING INVESTMENT.

UNDERSTANDING OF PROCUREMENT PROCESS AND SHORT/MEDIUM-TERM EXPORT OPPORTUNITIES.

RENEW CONTACTS WITH MINISTRY OF MINES AND ENERGY TO KEEP ABREAST OF CHANGING INVESTMENT PLANS.

RENEWAL OF SANTA ISABEL MOU.

VISIT STATE AND REGIONAL POWER COMPANIES IN TERRITORY TO LEARN OF THEIR INVESTMENT PRIORITIES.

ESTABLISH CONTACTS IN PROCUREMENT DEPARTMENTS TO TAKE ADVANTAGE OF FUTURE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SERIES OF MEETINGS ENGINEERED FOR EDC & INTERIMCO AT ELETRONORTE TO DISCUSS THERMOELECTRIC REHAB PROGRAM. ONTARIO MISSION TO BELO HORIZONTE (GAZ METROPOLITAIN).

ONLY AS RESULT OF EMBASSY EFFORTS WAS INTERIMCO SUCCESSFUL IN MAKING PROGRESS AT ELETRONORTE. INTERIMCO HAS SUBMITTED PROPOSAL TO ELETRONORTE FOR \$15M PROCUREMENT CONTRACT WITH EDC BACKING.

QUARTER: 2 47 LOBBY BRZLN AUTHORITIES FOR RENEWAL OF SANTA ISABEL MOU.

BZLN MINISTRY OF MINES AND ENERGY HAS AGREED TO RENEW MOU AND IDENTIFY NEW HYDRO PROJECT FOR CDA (CGE).

QUARTER: 3 PURSUE OUR EFFORTS TO HAVE MOU ON SANTA ISABEL HYDRO PROJECT RENEWED. FOLLOW UP SALES OPPORTUNITIES FOR FES INT'L LTD WITH ELETRONORTE (BRASILIA) AND CHESF (RECIFE).

AMBASSADOR MET WITH MIN OF MINES TO RENEW MOU. STEPS BEING UNDERTAKEN BY BRAZILIAN AUTHORITIES TO DO SO. CHESF HAS RECOMMENDED TO GENERATOR SUPPORTERS FOR ITAPARICA PROJECT TO INCLUDE FES SYSTEMS.

QUARTER: 3 NATURAL GAS - FOLLOW UP ON MOMENTUM OF NATURAL GAS SYMPOSIUM ORGANIZED BY CONGEN & INVESTIGATE POTENTIAL NATURAL GAS EQUIPMENT & SERVICES MKT IN MINAS AND NORTHWEST.

CONTACTS MADE WITH GASMIG, BAHIA GAS, CEAL GAS, AND COSERN & REPORT PREPARED ON NATURAL GAS ACTIVITIES IN THESE STATES.

QUARTER: 4 FOLLOW UP ON VISIT OF FES INTL TO ELETRONORTE, CHESF AND CEMIG.  
-- PREPARE VISIT OF EDC TO ELETRONORTE.

PROFORMA ORDERS FOR 20 PDA SYSTEMS AT ELETRONORTE (\$1.0M) AND STRONG INDICATION OF ADDITIONAL SALES TO CEMIG AND CHESF.  
-- EDC LOC UNDER DISCUSSION WITH ELETRONORTE.