REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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		
	RENEW MOU BETWEEN BRAZILIAN AND CANADA GOVERNMENTS RE CDN PARTICIPATION IN FUTURE HYDRO PROJECTS.	IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS OF $20,000,000.
	FOLLOW-UP WITH ELECTRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.	EXPORT SALES OF $10M OVER NEXT THREE YEARS.
	CONTINUE TO REPORT ON IFI - FINANCED PROCUREMENT BY BRAZILIAN UTILITIES.	ADDITIONAL SALES OF NETWORK PROTECTORS AND OTHER EQUIPMENT OF $10,000,000.
	FOLLOW UP ON ELECTROBRAS INCOMING ENVIRONMENTAL MISSION.	POTENTIAL SALE OF ENVIRONMENTAL CONSULTING SERVICES OF $5,000,000.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	FOLLOW UP POTENTIAL SALES OPPORTUNITIES WITH ELETRONORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.	FES SALE TO ELETRONORTE (US$700.000) IS IMMINENT. FINANCING TO BE ARRANGED THROUGH EDC. SALE TO CEMIG (US$700.000) ALSO ANTICIPATED IN SHORT TERM. WB FINANCING.
QUARTER: 2	Follow up potential sales opportunities with Electronorte on behalf of FES International.	FES contract award expected in 4th quarter 1988. FES sales to CEMIG also well advanced.
QUARTER: 3	Assist FES in ongoing negotiations with Eletronorte for supply of PDA equipment.	FES awarded letter of intent - contract expected in early 1989.
QUARTER: 4	Assist FES Int'l in ongoing commercial & financing negotiations. - Assist GEC Canada in assuming responsibility for diesel generator sales in Northern Brazil (formely initiated by Bombardier)	FES contract expected in April/May. Financing issues resolved. EDC loan under negotiation. -Letter of intent expected from buyer in Apr/May 89.