

POST : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEMINAR WITH PETROBRAS IN DECEMBER 85.

SLANT DRILLING, RESERVOIR SIMULATION, SURVEYING  
EQUIPMENT SALES; GAS DISTRIBUTION STUDIES,  
TRAINING SERVICES CONTRACTS.

FOLLOW UP TO ALBERTA OIL AND GAS MISSION AND ATTENDANCE AT OIL  
AND GAS SHOW IN OCTOBER 86.

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

FOLLOW UP TO RECENT PETROBRAS/GOMGAS OFFICIALS' VISITS TO CANADA  
AT NATIONAL PETROLEUM SHOW.

FEASIBILITY STUDIES, TRAINING PROGRAMS  
CONTRACTS; COOPERATION AGREEMENTS RE HEAVY  
OIL, TAR SANDS.

RETURN SEMINAR VISIT TO CANADA BY PETROBRAS AND POSSIBLY GAS  
DISTRIBUTION COMPANIES.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES  
AND TECHNICAL COOPERATION IN OIL AND GAS SEC-  
TORS; HIGHER PROFILE WITH BRAZILIAN BUYERS.

CONDUCTED DETAILED NATURAL GAS SECTOR MARKET SURVEY TO IDENTIFY  
SPECIFIC OPPORTUNITIES ARISING OUT OF BRAZIL'S IMMINENT INVOLVE-  
MENT IN RESIDENTIAL/INDUSTRIAL GAS USE.

TO MAKE CANADIAN INDUSTRY AWARE OF NEW OPPOR-  
TUNITIES IN THE GAS SECTOR AND ENCOURAGE THEM  
TO VISIT BRAZIL.

REGULAR PROGRAM OF VISITS TO PETROBRAS AND GAS DISTRIBUTION COYS  
TO SUSTAIN MOMENTUM CREATED BY RECENT PROMOTIONAL EFFORTS WITH  
THESE COMPANIES.

TO MAINTAIN AND FURTHER IMPROVE THEIR KNOWLE-  
DGE OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ORGANIZE RETURN SEMINAR VISIT TO CANADA BY PE-  
TROBRAS & GAS DISTRIBUTION COMPANIES OFFICIALS.  
B) CONDUCT NATURAL GAS SECTOR SURVEY AND IDENTIFY  
SPECIFIC OPPORTUNITIES.  
C) FOLLOW-UP ON ALTA OIL & GAS MISSION & PIEC 87.

A) AT REQUEST OF PETROBRAS PRESIDENT SEMINAR POS-  
TPONED TO JUNE 88 IN CALAGRY.  
B) NATURAL GAS REPORT COMPLETED. MISSION TO BRAZIL  
PLANNED FOR NOVEMBER 87. C) FIVE COMPANIES NEGOTI-  
ATING TECHNOLOGY TRANSFER AGREEMENT.

QUARTER: 2 A) ORGANIZE NATURAL GAS MISSION/SEMINAR; B) FOLLOW  
UP ON ONGOING ACTIVITIES INCL. THOSE GENERATED BY  
PARTICIPATION IN OIL & GAS SHOW OCT '86; C) COORDI-  
NATE OZIERES SILVA'S VISIT TO CDA; D) INITIATE  
PREP. WORK FOR PETROBRAS RETURN SEMINAR TO CDA.

A) ORGANIZ. ON SCHEDULE FOR EVENT TO TAKE PLACE  
OCT '87; B) IDENTIFIED EXPORT OPPORT. FOR NOWSCO,  
PROPAK, IPE, WESTERN RESEARCH, HUNNTEC, DF CONSULT;  
C) COORDINATION COMPLETED; D) INPUT SOUGHT FR CDN  
PLAYES & MEETINGS SET WITH BZLN COORDINATOR.

QUARTER: 3 ORG. NATURAL GAS SYMPOSIUM, NOV 87. BEGIN ORG.  
OF OIL/GAS TECH. SEMINAR IN CANADA, JUNE 88.  
FOLLOW UP ONGOING INDIVIDUAL COMPANY ACTIVITIES  
TO IDENTIFY AGENTS, SALES OPPORTUNITIES AND/OR JV  
PARTNERS.

SYMPOSIUM RESULTED IN NEW JV AGREEMENT FOR TRANS  
CANADA PIPELINE & EXCELLENT EXPOSURE FOR 6 OTHER  
PETROBRAS COORD. ORG. ADVANCING WELL. ASSISTED  
CANOEAN IN IDENTIFICATION OF NEW JV PARTNER AND  
OF SALES OPPORTS. FOR SEV. OTHER COYS.