

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 : 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.

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

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

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

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

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

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

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

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

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

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

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,
PROPAC, IPE, WESTERN RESEARCH, HUNNTEC, DE CONSULT;
C) COORDINATION COMPLETED; D) INPUT SOUGHT FR CDN
PLAYES & MEETINGS SET WITH BZLN COORDINATOR.

QUARTER: 3 -----

QUARTER: 4 -----