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products (those with more than 51 per cent American content). As well, there are specific provisions that apply to FEMA construction contracts that are not impacted by the Canada-U.S. Free Trade Agreement or the North American Free Trade Agreement, since FEMA is not covered by them.

Firms intending to visit a disaster area should telephone FEMA's Emergency Support Team (tel.: 202-646-2474) to request contact information or a faxed list of volunteer and disaster relief organizations in the disaster area.

Please do this BEFORE you try to contact the Canadian Consulate in the area of the disaster.

Companies interested in *pre-qualifying* as a supplier to the State of California, if and when their particular products are needed, should contact: The Emergency Services Office, 2800 Meadowview Road, Sacramento, CA 95814. Tel.: (916) 262-1816. Fax: (916) 262-2837. ATTN: Operations Branch.

Recent expansion of the territory covered by the Canadian Consulate General in Los Angeles has necessitated a new switchboard and increased telephone lines into the Consulate. To contact the Trade and Investment Program in Los Angeles. Tel.: (213) 346-2700. Fax: (213) 346-2767.

Again, pre-qualifying does not necessarily mean a sale; rather your firm will be placed on a list of potential suppliers for whenever an emergency arises. It then becomes important how much — and how fast — you can deliver.

Please consider the following, if providing emergency assistance:

1) It is significantly easier if your firm has on-going representation in the disaster area. Once the need

for your product has been ascertained, indicate your concern and interest in the disaster victims by being physically present, and by staying there to ensure your product is being used correctly and safely in an on-going way.

2) Be self-sufficient when visiting a disaster area. You may well have to provide accommodation, local transportation and food for yourself and your accompanying staff.

3) Unemployment is currently a significant issue in California and across the United States. Thus casual labor is probably not needed.

4) Note local restrictions. In California all building contractors MUST be licensed by the State. Local residents seeking to employ building contractors are regularly advised to see a copy of the contractor's State License before proceeding with business.

PUBLICATIONS

The Trade Section in Manila, Philippines has recently produced a sectoral brief on the *Oil & Gas Industry in the Philippines*. The Philippines is experiencing a resurgence of petroleum exploration activity following a series of notable discoveries during the last five years. Several companies are scheduled to drill up to 18 oil wells in 1994 at a projected cost of \$US 130 million and the Philippine National Oil Company plans to drill 45 geothermal holes. Development expenditures on oil projects alone are expected to reach \$US 600 million a year by 1995.

Imported oil accounts for the largest share of commercial energy consumption in the Philippines (47% in 1992) at a cost of \$US 2.0 billion per year. The Philippine Government is committed to lowering its reliance on imported oil by fully developing its indigenous resources. This strategy has led to the following results:

- Domestic oil production has increased five fold since 1991.
- The Malampaya-Camagao oil and gas field (Shell & Occidental - estimated 2 to 4 trillion cubic feet of natural gas and 300 MMBO) could start commercial develop-

ment by 1996. This project would include a 400-700 km pipeline and gas facility. Estimated cost of the project is \$US 2.0 billion.

- The three Philippine oil refineries must upgrade and add additional capacity to meet the volume and quality requirements by the mid-1990s.
- Increased drilling activity has resulted in a demand for downhole drill equipment.

The brief gives an excellent overview of the Philippine Oil & Gas Sector as well as the names and addresses of the Philippine oil exploration companies, the foreign exploration companies, potential agents/representatives in the Philippines, Philippine manufacturers of oil & gas equipment, the purchasing managers of the Philippine oil refineries and key government contacts. Canadian oil & gas equipment and service exporters interested in penetrating or increasing export sales to the Philippines should find this report very beneficial.

To obtain a copy of the sectoral brief please contact the Asia Pacific South Trade Development Division of DFAIT. Fax: (613) 996-1248.