

POST :637-SAO PAULO

011-OIL & GAS EQUIPMENT,SERVICES
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN OIL AND GAS SHOW IN RIO DE JANEIRO AND PETROBRAS VISITS TO CANADA

CONSOLIDATION OF RANGE OF COMMERCIAL RELATIONSHIPS & IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION

FOLLOW UP ON NATURAL GAS SEMINAR HELD IN NOVEMBER 87 TO ENSURE LOCAL PARTNERSHIP ESTABLISHED TO BID ON UPCOMING TENDERS.

3 JOINT VENTURES IN NATURAL GAS DISTRIBUTION AND TRANSPORTATION/SERVICING;UP TO \$ 10 MILLION IN SALES.

IDENTIFICATION OF LOCAL PARTNER FOR MAJOR CANADIAN FIRM(S) IN OIL/GAS DEEPWATER PRODUCTION EQUIPMENT/SERVICES

ONE JOINT VENTURE;UP TO \$25 MILLION IN 3 YEARS

SECOND OIL AND GAS SEMINAR WITH PETROBRAS (AND BRAZILIAN PRIVATE SECTOR)TO BE HELD IN CANADA AFTER NPS.

INCREASED EXPOSURE OF CDN CAPABILITIES;ENHANCED PROFILE WITH PETROBRAS & STATE GAS DISTRIBUTION COYS;IDENTIFICATION OF NEW SALES/COOPERATION ACTIVITIES.

INTENSIFY PROGRAM OF REGULAR VISITS TO PETROBRAS,GAS DISTRIBUTION COMPANIES, EQUIPMENT MANUFACTURERS.

SUPPORT ONGOING MARKETING & INDUSTRIAL COOPERATION DEVELOPMENT ACTIVITIES(ADDITION.\$10 MILLION IN SALES AND 5 NEW J.V.)

PRODUCE SITREPS ON EVOLUTION OF OIL AND GAS SITUATION IN BRAZIL.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES /TECHNOLOGY COOP.(2 TO 3)THRU TIMELY REPORTING TO HEADQUARTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)BEGIN PLANNING & ORGANIZATION OF MISSION TO CONEXPO/ARPEL OIL SHOW & CONGRESS OCT. 88.
B)PETROBRAS PARTICIPATION IN NATIONAL PETROLEUM SHOW.

DIRECTLY CONTACTED 50 CDN COYS & OBTAINED 15 ABSTRACTS FOR PAPERS. SPACE RESERVED FOR CDA STAND.SELECTION OF PARTICIPANTS IN PROGRESS. FULLY PREPARED BRAZILIAN PARTICIPANT MILTON FRANKE AND ALTA. FOR HIS VISIT.

QUARTER: 2 Assist EDC in nego. of Credit facil. w/PETROBRAS Proceed w/prepara. of Cdn particip. in CONEXPO '88 & follow-up on PETROBRAS projects. Prepare report on oil and gas (PETROBRAS's Investment Plan)

Will result in signing of credit facility with PETROBRAS in Nov. 88. This resulted in invitation of 2 Canadian co's to participate in gas projects. Increased interest in Cdn gas technology as a whole

QUARTER: 3 Plan and organize Canadian participation at Conexpo/Arpel 1988. Assist EDC in negotiating line of credit for Petrobras.

36 enquiries recd;estimated 1st year potential sales:\$125 million; 3 agency/JV agreements concluded.
\$10 million line of credit signed Nov.'88.