

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 OZIRES 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.