

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

35-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BETWEEN BRAZILIAN AND CANADA GOVERNMENTS RE CDN PARTICIPATION IN FUTURE HYDRO PROJECTS.

IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS OF \$20,000,000.

FOLLOW-UP WITH ELECTRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.

EXPORT SALES OF \$10M OVER NEXT THREE YEARS.

CONTINUE TO REPORT ON IFI - FINANCED PROCUREMENT BY BRAZILIAN UTILITIES.

ADDITIONAL SALES OF NETWORK PROTECTORS AND OTHER EQUIPMENT OF \$10,000,000.

FOLLOW UP ON ELECTROBRAS INCOMING ENVIRONMENTAL MISSION.

POTENTIAL SALE OF ENVIRONMENTAL CONSULTING SERVICES OF \$5,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP POTENTIAL SALES OPPORTUNITIES WITH ELETORNORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.

FES SALE TO ELETORNORTE (US\$700,000) IS IMMINENT. FINANCING TO BE ARRANGED THROUGH EDC. SALE TO CEMIG (US\$700,000) ALSO ANTICIPATED IN SHORT TERM. WB FINANCING.

QUARTER: 2 Follow up potential sales opportunities with Electronorte on behalf of FES International.

FES contract award expected in 4th quarter 1988. FES sales to CEMIG also well advanced.

QUARTER: 3 -----

QUARTER: 4 -----