

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SECOND BRAZIL/CANADA SEMINAR ON OIL & GAS (CALGARY)
ENHANCED PROFILE W/PETROBRAS / AT LEAST 3 TECHNOL.

TRANSFER AGREEMENTS.

INVITE NEW COMGAS PRES. & POSSIBLY GOVERNOR OF S.PAULO TO CA
S. PAULO GAS DISTRIB. PROJ. IBRD FUNDED 150 MM, \$30MM

POTENTIAL CDN. CONTENT.

BASED ON NEW PETROBRAS INV. PLAN, REVISE OIL/GAS STRATEGY
CLEAR DISPOSITION OF PRIORITIES IN OIL/GAS SECTOR &

PLAN OF ACTION.

USE FEASIB. STUDIES, PILOT PROJS AS MEANS OF INTRO CDN TECH
SIX PROJECTS UNDER CONSIDERATION. POTENTIAL VALUE \$100

MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Follow up on enquiries received at Conexpo
and other business.

- AFS Intl completed test of fuel conversion kit ready to sign local production.
- RFQ for gas processing plant del. to Propak.
- Petrobras identified site for slant drilling trial (Sierra).

QUARTER: 2 -Follow up on AFS.
-Follow up Manaus LNG project for PROPAK.
-Follow up Enchova Offshore Project. NORTHRIDGE.
-Follow up on PETROBRAS import policy changes.
-Follow up on gas transportation proj. RGS/SPALO

- Conversion kits installed and operational.
- PETROBRAS working with PROPAK on design specs.
- NORTHRIDGE est'd contact with 5 consortiums.
- More open import policy & offshore finance rgmt
- Gas policy permitting major projects to come.

QUARTER: 3 .Work with Northridge of Enchova West platform.
.Follow up on AFS gas conversion project.
.Fw up on Canoecean dry-manifold for Petrobras.

- .Northridge selected Andrade Gutierrez.
- .AFS equip is testing successful in SPALO & Rio.
- .Project on hold till March 90.

QUARTER: 4 - Follow up on Enchova.
- Follow up on Canoecean deepwater manifold.
- Follow up on EDC line of credit.
- Follow up on IBRD SPalo gas distr. project.

- BID prep on-going, Northridge well placed.
- Proj.eval.on-going Canoecean to visit May.
- Northridge sells 2-5 million in gas compressor
- Congas of trto short listed for cons/eng. Valmet for Scada.