

REPORT 4
89/10/10

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

POST :635-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 ELETRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.

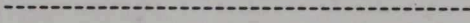
EXPORT SALES OF \$10M OVER NEXT THREE YEARS.

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 ELETRONORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.

FES SALE TO ELETRONORTE (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 Eletronorte on behalf of FES International.

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

QUARTER: 3 Assist FES in ongoing negotiations with Eletro- norte for supply of PDA equipment.

FES awarded letter of intent - contract expected in early 1989.

QUARTER: 4 Assist FES Int'l in ongoing commercial & financing negotiations. - Assist GEC Canada in assuming responsibility for diesel generator sales in Northern Brazil (formely initiated by Bombardier)

FES contract expected in April/May. Financing issues resolved. EDC loan under negotiation. -Letter of intent expected from buyer in Apr/May 89.