

REPORT 4
88/10/21

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 : 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 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----