

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 :610-SAN FRANCISCO

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:URBAN TRANSIT

RE-ACQUAINT HONOLULU RAPID TRANSIT OFF & OTHER INTER PARTIES
HRT EXPECTS TO CALL TENDERS SEPT 89.PROP TO BE SUBMITTED ON

PERFORM NOT SPEC BASIS,W/CONSID.DISCRETION TO DECISION MAKER

POSITION CDN TRANSIT COWS TO BE SELECTED AS MUNIS CASTRO-EMB
CDN SPECIFIER INCREASES LIKEHOOD SEL CDA BEING SELECTED

CONTROLS SUPPLIERS

MONIT PROGRESS ON HI-SPEED RAID CORRIDOR(LA TO SACRAMENTO)
RAIL CARS AND COMPONENTS COULD TOTAL C\$150 M

BOLSTER BART'S INTEREST IN SELTRAC
SEL CANADA WILL REVIEW BART'S PRESENT SIGNALLING, & SHOULD

SUBMIT PROPOSAL.

MAKE PRESENT W/AND EDC OFF TO AS MANY HONOLULU RAPID TRANSIT
HRT WILL CALL TENDERS IN SEPT88 ON PERFORM WOR SPEC.BASIS,

LEAVING CONSIDERABLE DISCRETION TO DECISION MAKERS.

FOLLOW-UP UTAH TRANSIT AUTH'S TOUR OF LIGHT RAIL PROPERTIES
RELYING ON SOLID PERSONAL RELATIONSHIP ESTAB.W/MOST PARTIES,

HOPE TO INSURE CDN PARTICIPATION.

ATTEND MEETINGS IN THE BAY AREA REGARD.EXPAN.OF BART SERVICE
DISTRB.INFO TO VEHICLE CONTROL MFRS. ATTEMPT TO REPLACE

FRENCH SUPPLIER OF BART CARS.VALUE:C\$320M

SUPPORT CONTRA COSTA COUNTY'S INVESTIGATION OF TRANSIT ALTER
FAMILIARITY W/CDN COYS WILL BE ESTABLISHED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Contra Costa County Transportation authority
(CCCTA)mission to Portland /Vancouver to review
light rail.

CCCTA was impressed w/Cdn rolling stock.
Testimonials by operators very convincing. CCCTA
officials will use contacts from trip as sources
in future.

QUARTER: 3 Monitored upcoming transit projec in Bay Area.
Led mission from Contra Costa county to Portland
& Vncvr. Dnvr office established contacts with
Regional authority. Led mission of RTD officials
& civic leaders to Vncvr & Portland.

Plans to implement sectral control system are
progressing. Contra Costa county now familiar w/
Cdn Transit solutions.Cdn bus mfrs con't to fare
well in Bay Area. Report on Airport Project
written & dist. to all potential Cdn suppliers.

QUARTER: 4 -----