

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 49

POST 1639-LIMA

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF CANADIAN INTERESTS IN PURSUIT OF URBAN TRAIN SYSTEM PROJECT.

PROMOTIONAL MAILING CAMPAIGN (INCLUDING: AUTOMOTIVE SPARE PARTS, ACCESSORIES AND TIRES).

TECHNICAL INSPECTION TEAM TO CANADA TO EVALUATE TORONTO TRANSIT COMMISSION USED CARS AND COOPERATIVE REFURBISHING PLAN.

SUPPORT OF SPARE PARTS MANUFACTURERS AND OEM SUPPLIERS IN UPCOMING TENDERS FOR LOCOMOTIVES AND SPARE PARTS.

CONSULTANCY PLUS EQUIPMENT, VALUED BETWEEN 20-30 MILLION, AND SALE ON USED EQUIPMENT.

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

MAJOR CONTRACT FOR CANADA.

CANADA COULD WIN IMPORTANT 8 LOCOMOTIVES TENDER AND OBTAIN SIGNIFICANT SPARE PARTS SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LOBBYING & SUPPORT OF LIMA TRANSPORTATION SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. FOLLOW UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

QUARTER: 2 A) CONTINUE LOBBYING AND SUPPORT FOR LIMA TRANSPORTATION SYSTEM AND CDN CARS FROM TORONTO TRANSIT COMMISSION AND DELCANDA CONSULTING SERVICES.

A) PROJECT PROGRESSING SLOWLY DUE TO LIMITED FUNDING AND INCREASINGLY COMING UNDER MEDIA CRITICISM.

QUARTER: 3 -----

QUARTER: 4 -----