

REPT4D
90/01/23

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 :407-MADRID

008-TRANSPORT SYS,EQUIP,COMP,SERV.
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COORDINATE MARKETING EFFORTS OF CDN SUPPLIERS OF URBAN TRAN. IT IN BARCELONA.
SUBMISSION OF COMPETITIVE JOINT-VENTURE BID FOR URBAN TRANS-

MARKETING ASSISTANCE TO CAE ON FLIGHT SIMULATORS FOR IBERIA
POSSIBLE SALE OF 3 SIMULATORS

PROMOTE CDN AIRCRAFT & CONSULTING SERVICES & EDC FINANCING
GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS

DISCUSS IMPORT REQUIRE. IN CONNECTION WITH RAILWAY MODERN.
CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Press of UTDC participated in Ministerial Mission
-Assist De Havilland to market DASH 8

-Met with Pres of Catalunya, Mayor of Barcelona and senior transport officers in Madrid. Good sales opportunities in both Barcelona and Madrid
-De Havilland have found client for 2 DASH 8s

QUARTER: 2 -Sale of 10 CL215T Water Bomber and 15 Retrofit Engine Kits by Canadair to ICONA.
-Continued close support of UTDC for Barcelona Metro.
-Support for SEI Ind to promote Bambi Bucket.

-Value:\$C205 million.
-Strong and friendly relations established with local authorities to maximize UTDC chances.
-Sale of sample bucket for fire fighting local company.

QUARTER: 3 -----

QUARTER: 4 -----