

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

POST : 407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO COORDINATE MARKETING EFFORTS OF CANADIAN SUPPLIERS OF URBAN TRANSIT GOODS AND SERVICES WITH LOCAL PARTNERS.

SUBMISSION OF COMPETITIVE JOINT-VENTURE BIDS FOR URBAN TRANSIT REQUIREMENTS IN BARCELONA.

CALL ON MANAGEMENT OF NEW COMMUTER AIRLINES AS THEY ARE FORMED TO PROMOTE CDN. AIRCRAFT AND CONSULTING SERVICES AND EXPLAIN EDC FINANCING.

GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS.

CALL ON SEVILLE WORLD'S FAIR AND MUNICIPAL AUTHORITIES TO DISCUSS URBAN TRANSIT PLANS.

CLARIFICATION OF WHETHER OPPORTUNITIES EXIST FOR THE SALE OF CANADIAN CONSULTING SERVICES AND TECHNOLOGY.

ORGANIZE VISIT BY EDC REP TO BARCELONA AND SEVILLE TRANSIT AUTHORITIES, STATE RAILWAY AND COMMUTER AIRLINES.

EDUCATE PROSPECTIVE CLIENTS AS TO FINANCING AVAILABLE FOR MAJOR PURCHASE FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ORGANIZE VISIT OF MAYOR OF BARCELONA TO TORONTO
-INTRODUCE OUR NEW AMBASSADOR TO KEY URBAN
TRANSPORTATION CONTACTS IN BARCELONA.

-POSTPONED UNTIL FALL DUE TO MUNICIPAL ELECTIONS IN SPAIN IN JUNE.
-AMB. MET WITH PRES. OF CATALUNYA, PRES. OF METRO OF BARCELONA & HEAD OF OLYMPICS '92 ORGANIZING COMMITTEE IN JUNE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----