

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 : A35-BRASILIA

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

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

SIGNING OF COOPERATION AGREEMENT BETWEEN STCUM & TTC WITH GOVERNMENT OF FEDERAL DISTRICT.

PRESENTATION ON CDN FIREFIGHTING CAPABILITIES TO PUBLIC AND PRIVATE SECTOR INTERESTS IN MINAS GERAIS.

MONITOR ACTIVITIES OF INTERMINISTERIAL COMMISSION ON FOREST FIRE-FIGHTING AND PROMOTE WATERBOMBER SALES AND CONVERSION KITS.

DEVELOP CLOSER RELATIONS WITH AUTHORITIES IN STATE GOVERNMENTS TO IDENTIFY OPPORTUNITIES IN PUBLIC TRANSIT.

MAINTAIN CONTACT WITH MINISTRY OF TRANSPORT AND RFFSA TO MONITOR OPPORTUNITIES FOR FOLLOW-ON LOCOMOTIVE REFIT PROGRAM.

ANTICIPATED RESULTS:

CONSULTING CONTRACT FOR DESIGN OR MANAGEMENT OF PUBLIC TRANSIT SYSTEM.

EVENTUAL SALE OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

SALES OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

EXTEND SCTUM/TTCL AGREEMENTS TO INCLUDE BELO, RECIFE, SALVADOR, SALE OF CONSULTING SERVICES.

SALE OF ADDITIONAL LOCOMOTIVE KITS TO RFFSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 VARIOUS CONTACTS MADE AT FEDERATE & STATE LEVEL TO GATHER INFO RE. PUBLIC TRANSIT PROJECTS & PROMOTE CDN CAPABILITIES. PROGRAM ARRANGED IN MTL WITH SCTUM/LAVALIN FOR SECRETARY OF FEDERAL DISTRICT.

QUARTER: 2 PROMOTE AND PLAN FOR INCOMING MINIST. VISIT IN FALL '87; PROMOTE CDN CAPABILITIES IN URBAN TRANSIT TO EBTU/MISTRY; INVESTIGATE MARKET OPPORTUNITIES AND DEVELOP CONTACTS FOR LAVAL/UTDC.

QUARTER: 3 MONITOR RAPIDLY CHANGING PLANS WITH REGARD TO URBAN TRANSIT PROJECTS. MAINTAIN & ESTABLISH CONTACTS WITH TRANSIT AUTHORITIES IN OUR TERRITORY. SUPPORT LAVALIN IN ITS PURSUIT OF PROJECT OPPORTUNITY.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

PLANNING INITIATED FOR OUTGOING MASS TRANSIT MISSION IN 4TH QUARTER.

INCOMING MINIST. VISIT CONFIRMED FOR OCT; CDA IS ONE OF 3 FRONTRUNNERS AS SUPPLIER OF TECHNOLOGY/SERVICE IN CONNECTION WITH BRZLN NATIONAL MASS TRANSIT PLAN; CONTACTS INITIATED WITH SULTEPA. LAVALIN TO FOLLOW UP.

AS RESULT OF CABINET SHUFFLE RESCHEDULED VISIT TO CDA OF MIN. RESPONSIBLE FOR URBAN TRANSIT POSTPONED. ENCOURAGED & COORD. VISIT TO CDA OF SEC. MELO(BRASILIA). PROMOTED CDN INTEREST & PART. IN SALVADOR PROJ. PREPARING VISIT TO