

REPT4D
89/12/12

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 :637-SAO PAULO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT
IDENTIFY FUTURE OPPTS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR
SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE
ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

ASSIST CDN COS. IN FUTURE SALES.

FOLLOW UP ON DRIE AUTOMOTIVE STUDY
IDENTIFY OPPTS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Follow up on IBRD project with Fepasa.
- Follow up on rail project with Ferronorte.
- Follow up on North-South railway with Valec.
- Follow up on Ferroeste project (Curitiba).

- Canac visited Fepasa March re prep of tender.
- Pres CPCS met owner Ferronorte & identified areas for consulting work.
- 1st 120 Km to be del Apr;No new opportunities.
- Financing package still being arranged.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----