

REPORT 4  
88/03/14

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 : 640-BOGOTA

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

Page 1

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DASH 8 AND AF TRAINING AIRPLANES TO SATENA, ACES AND AF  
GREATER SHARE OF IBRD PROJECT FOR FNC  
PUT PACKAGE TOGETHER FOR BOGOTA METRO - \$ 500 MILL. PROJECT  
SEMINAR ON TRANSPORTATION SYSTEMS AVAILABLE FROM CANADA  
(AIRCRAFT AND MASS TRANSPORTATION).

25 MILLION  
5 MILLION  
\$ 30 MILLION  
INCREASE AWARENESS OF CANADIAN CAPACITY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AND SUPPORT LAVALIN INTEREST IN BOGOTA  
METRO PROJECT.  
QUARTER: 2 SUPPORT OF LAVALIN'S BID FOR BOG. METRO PRO.  
FOLLOW-UP OF OPP. FOR SALE OF 20 FIRE TRUCKS  
TO COLOMBIA. CIVIL AVIATION DEPT. BY NORDIC  
SYSTEMS INC.  
QUARTER: 3 CONTINUING SUPPORT OF CCC/LAVALIN BOGOTA METRO  
OFER.  
QUARTER: 4 -----

CDN INFO BOOTH AT ASONAR GENERATED INTEREST IN  
CDN AUTO PARTS.  
-CDN BID SUBMITTED AND WELL RECEIVED IN INITIAL  
EXAMINATION BY COL EVALUATION COMMITTEE  
-NORDIC SYSTEMS INC. PRESENTED PROPOSAL, NOW  
UNDER EVALUATION BY CIVIL AVIATION.  
CDN BID FIRST-RANKED BY TECHNICAL COMMITTEE,  
POLITICAL FACTORS HAVE LED TO SECOND ROUND OF  
OFFERS. THREE PRESS CONFERENCES ON CDN PROPOSAL.