

REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :635-BRASILIA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION-AGREEMENT BETWEEN GOVERNMENT FEDERAL DISTRICT AND TTCL/SCTUM.

ASSIST IN PACKAGING CDN BID FOR PARTICIPATION IN BRASALIA MASS TRANSIT PROJECT OF \$50,000,000.

EMBASSY TO WORK CLOSELY WITH LAVALIN TO INTRODUCE UTDC LRT TECHNOLOGY TO EBTU AND TO ENCOURAGE RELATIONSHIP BETWEEN LAVALIN AND LOCAL PARTNER.

CANADA WILL BE BETTER POSITIONED TO MAKE SERIOUS BID FOR BRASILIA OR OTHER MASS TRANSIT PROJECTS.

EMBASSY TO PROMOTE EARLY VISIT TO CANADA OF NEW MINISTER FOR URBAN DEVELOPMENT AND PRESIDENT OF EBTU.

INCOMING MINISTERIAL MISSION WILL PROVIDE HIGH PROFILE EXPOSURE TO CDN TECHNOLOGY.

FOLLOW UP WITH MUNICIPAL AUTHORITIES IN SALVADOR, GOIANIA, BELO HORIZONTE, VITTORIA RE. PLANS FOR URBAN TRANSIT SYSTEMS.

INCREASE AWARENESS OF CDN LRT TECHNOLOGY.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON MARCH 88 LAVALIN VISIT RE SALVADOR/BRASILIA/PORTO ALEGRE LRT PROJECTS.

FINAL DRAFT OF NATIONAL MASS TRANSIT PLAN COMPLETED AND DISTRIBUTED IN CANADA. ADDITIONAL CONTACTS WITH SULTEPA MADE ON BEHALF OF LAVALIN.

QUARTER: 2 Continued follow up on behalf of Lavalin re Salvador, Brasilia LRT projects. Provide detailed assistance to Bell Helicopters for sale to Brazilian Army.

Additional contacts with TCI made on behalf of Lavalin. Army finally chose Aerospatiale as supplier.

QUARTER: 3 Planned for visit to Canada of New Secretary for Transport of Federal District re Brasilia metro.

Visit achieved aim of making known to new Federal District team Canadian expertise.

QUARTER: 4 Assist Canadair Challenger Division in its association with Lider Taxi Aereo. Develop overall program to ensure CL-215 as part of solution to Brazil's forest-fire fighting program.

First Challenger sold to Lider & additional sales are distinct possibilities. - We are developing an overall approach (CIDA/SEL-Canadair-Brzln rep) which will insert sale of CL-215 into a broader package destined to address Brzln env.