

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

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.