

REPORT 4  
87/09/25

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

PAGE : 42

POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF CANADIAN INTERESTS IN PURSUIT OF URBAN TRAIN SYSTEM PROJECT.

CONSULTANCY PLUS EQUIPMENT, VALUED BETWEEN 20-30 MILLION, AND SALE ON USED EQUIPMENT.

PROMOTIONAL MAILING CAMPAIGN (INCLUDING: AUTOMOTIVE SPARE PARTS, ACCESSORIES AND TIRES).

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

TECHNICAL INSPECTION TEAM TO CANADA TO EVALUATE TORONTO TRANSIT COMMISSION USED CARS AND COOPERATIVE REFURBISHING PLAN.

MAJOR CONTRACT FOR CANADA.

SUPPORT OF SPARE PARTS MANUFACTURERS AND OEM SUPPLIERS IN UPCOMING TENDERS FOR LOCOMOTIVES AND SPARE PARTS.

CANADA COULD WIN IMPORTANT 8 LOCOMOTIVES TENDER AND OBTAIN SIGNIFICANT SPARE PARTS SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) CONTINUED LOBBYING & SUPPORT FOR LIMA TRANSP. SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. B) FOLLOWED UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

A) CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. B) HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----