

REPT4D
90/04/05

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 REPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR
- SUPPORT FORTHCOMING RAIL MISSION.
- FOLLOW UP ON FERRONORTE
- ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO
- FOLLOW UP ON DRIE AUTOMOTIVE STUDY
- IDENTIFY OPPTS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

ASSIST CDN COS. IN FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- 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).

- QUARTER: 2 -Follow up on IBRD project with FEPASA.
- Follow up on rail project with FERRONORTE.
 - Follow up on Communications proj. with RFFSA.
 - Follow up on FERROESTE project.
 - Follow up on Urban Transit project.

- QUARTER: 3 .Follow up on IBRD project with Fepasa.
- .Follow up on rail project with Ferronorte.
 - .Follow up on communic. projects with RFFSA.
 - .Follow up on Ferroeste project.
 - .Follow up on Rio Grande project.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- 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.
- CANAC signed contract for \$500,000 with FEPASA.
- CPCS signed US\$1.5 mil.contract with FERRONORTE
- SASKTEL US\$85 mil.proposal ranks 1st with RFFSA
- FERROESTE taking off with US\$40 mil. from state
- UTDC COO interested buying stainless steel tech
- .Canac started perform consult work for FEPASA.
- .Sasktel lowest bidder: Awaiting WB approval
- .Sign contr constr coys init infra/struc works.
- .CPCS neg cons contr with RGS govt for RG proj.