

REPT4D
90/01/23

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 OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT 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 OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

ASSIST CON 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 -----

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