

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 : 645-SAN JOSE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO PARTICIPATE IN UPCOMING RAILWAY
PROJECTS.

GRADUALLY INCREASE EXPORTS OVER NEXT 2 YEARS
AND THEN SUBSTANTIALLY BY 3RD YEAR.

TO ASSIST CANADIAN CONSULTING FIRM AND ITS LOCAL AGENTS.

OBTAIN CONSULTING CONTRACTS IN 1987 OR 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COSTA RICA RAILWAY REHABILITATION.

CONTACT BETWEEN CDN PACIFIC CONSULTING SERVICES
AND MINISTER OF PUBLIC WORKS OF COSTA RICA WAS
SIGNED ON JUNE 30/87.

QUARTER: 2 CANADIAN PACIFIC CONSULTING SERVICES WAS AWARDED
CPPF FUNDING FOR STUDY OF COSTA RICAN RAILWAYS.
FOLLOW UP ON AIR TRAFFIC CONTROL TOWER PROJECT.

CPPF STUDY WAS AWARDED IN AUG. & COMMENCED IN
SEPT. WILL GREATLY IMPROVE OUR POSITION ON
FUTURE RAIL PROJECTS. -LEIGH NAVIGATION SYSTEM
NOW HAS LOCAL AGENT AND WILL BID ON THIS PROJECT
-TENDERS ARE EXPECTED IN MARCH 88.

QUARTER: 3 PARTICIPATION IN EXPOMOVIL 87 IN PANAMA BY
28 CANADIAN SUPPLIERS.

ALL MAJOR AUTOMOTIVE PRODUCTS IMPORTERS OF OUR
TERRITORY WERE ADVISED OF CDN PARTICIPATION IN
EXPOMOVIL. SHOW WAS A SUCCESS GENERATING SALES
WELL BEYOND EXPECTATIONS.

QUARTER: 4 -----