

POST : 403-ROME

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

FOLLOW UP TO FORMICA MISSION TO CANADA THAT INCLUDED SEVERAL ITALIAN FIRMS IN TRANSPORTATION SECTOR.

SPECIAL PROMOTION WITH ITLN DEPT. OF AGRICULTURE IN CONJUNCTION WITH LOCAL AGENT OF CANADIAR OF CDN FIRM'S WATERBOMBERS.

PROVISION OF PRICING & TECHNICAL INFORMATION TO ITLN CONSTRUCTION AND ENGINEERING COMPANIES, ESPECIALLY THOSE ENGAGED IN OVERSEAS WORK

ONE MAJOR CDN TRANSPORTATION FIRM IS A KEY TO FURTHER PROMOTION IN THIS SECTOR. THEY ALREADY HAVE SOME CORPORATE LINKS WITH ITLN FIRMS. ENCOURAGE & ORGANIZE VISIT TO ITALY OF SENIOR EXECUTIVES FOR FURTHER DISCUSSIONS HERE.

JOINT VENTURES ESPECIALLY FOR PROJECTS IN THIRD MARKETS. SALE OF COMPONENTS AND TECHNOLOGY.

SALE OF TWO ADDITIONAL WATERBOMBERS TO ITALY IN 1987.

SALE OF TWO HYSTAR AIR SHIPS FOR AERIAL SURVEY & CONSTRUCTION WORK ON OVERSEAS PROJECTS BEING HANDLED BY ITLN FIRMS.

JOINT VENTURES FOR PROJECTS IN ITALY AND THIRD MARKETS. SALE OF COMPONENTS & KNOWHOW FROM CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) PROMOTION OF SALE OF TWO ADDITIONAL CANADAIR H2O BOMBERS AND HYSTAR AIRSHIPS. B) CDA-ITAL COLLABORATION IN URBAN AND RAIL.

QUARTER: 1 PURSUE OPPORTS FOR IND'L COOP WITH ITL FIRMS PARTICIPATING IN EUREKA PROJS IN AREAS OF ELECTRONICS + TELECOMMUNICATIONS, ROBOTICS + AUTOMATION, BIOTECHNOLOGY AND INFORMATICS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

A) INTERVENTION W. GOVT RE: FINALIZATION H2O BOMBER SALE. B) VISIT OF DTDC TO ANSALDO TRANSPORT RE LRT EQUIPMENT J. V. C) PARIS AIR SHOW - I.D. NEW HIGHECH POSS. FOR ITALIAN PROMOTION.

CONTACTS ESTABLISHED BETWEEN 15 CDN HI-TECH FIRMS PART OF RECENT DRIE MIN. MISSION TO ITALY AND 20 ITALIAN PARTICIPANTS IN EUREKA PROJECTS.