

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 :407-MADRID

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COORDINATE MARKETING EFFORTS OF CDN SUPPLIERS OF URBAN TRAN.  
SUBMISSION OF COMPETITIVE JOINT-VENTURE BID FOR URBAN TRANS-

IT IN BARCELONA.

MARKETING ASSISTANCE TO CAE ON FLIGHT SIMULATORS FOR IBERIA  
POSSIBLE SALE OF 3 SIMULATORS

PROMOTE CDN AIRCRAFT & CONSULTING SERVICES & EDC FINANCING  
GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS

DISCUSS IMPORT REQUIRE. IN CONNECTION WITH RAILWAY MODERN.  
CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Press of UTDC participated in Ministerial Mission

-Assist De Havilland to market DASH 8

-Met with Pres of Catalunya, Mayor of Barcelona and senior transport officers in Madrid. Good sales opportunities in both Barcelona and Madrid  
-De Havilland have found client for 2 DASH 8s

QUARTER: 2 -Sale of 10 CL215T Water Bomber and 15 Retrofit Engine Kits by Canadair to ICONA.

-Continued close support of UTDC for Barcelona Metro.

-Support for SEI Ind to promote Bambi Bucket.

-Value:\$C205 million.  
-Strong and friendly relations established with local authorities to maximize UTDC chances.  
-Sale of sample bucket for fire fighting local company.

QUARTER: 3 Municipal decision was expected on award of detailed engineering for Montjuic Metro in Barcelona. In Madrid assist UTDC with their project definition of Metro to Airport.

Despite best price, technology political decision taken to award Montjuic to Matra UTDC cancelled Dec.89 visit. Prepared Jan.90 calls on Madrid City Hall and transportation authorities.

QUARTER: 4 -----