

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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

REVIVE COOPERATION AGREEMENT BETWEEN TTC/MUCTC AND SAO PAULO METRO (DUE TO NEW BOARD OF DIRECTORS).

IDENTIFICATION OF SPECIFIC AREAS OF COOPERATION, E. G. FINANCIAL MANAGEMENT ADMINISTRATION, CONSULTING SERVICES, ETC.

FOLLOW UP PN CBTU MODERNIZATION PROGRAM AND VISIT TO CANADA OF TWO CBTU OFFICIALS

ESTABLISH SPECIFICALLY EQUIPMENT & SERVICES CANADA COULD SUPPLY IN SUBURBAN/INTERCITY PASSENGER TRANSPORTATION AREA.

SUPPORT ONGOING MARKETING EFFORTS OF CANADIAN FIRMS (E. G. CANAC, CPCS, BOMBARDIER, NT, AVALON, P&W, LAVALIN) IN PURSUIT OF PROJECTS LISTED BELOW.

UP TO THREE CONTRACTUAL ARRANGEMENTS WITHIN 18 MONTHS

SUPPORT RECENTLY SIGNED COOPERATION AGREEMENT BETWEEN CITIES OF TORONTO AND SAO PAULO BY MAINTAINING REGULAR CONTACTS WITH MUNICIPAL (AND STATE AUTHORITIES)

IDENTIFICATION OF NEW OPPORTUNITIES (2 OR 3) FOR SALES/COOPERATION IN TRANSPORTATION AREA AT MUNICIPAL/STATE LEVEL.

INTENSIFY CONTACTS ON REGULAR BASIS WITH VARIOUS GOVERNMENT BODIES (STATE LEVEL) AND TRANSPORTATION FIRMS.

PROVIDE TIMELY REPORTING ON INCOMING PROJECTS (E. G. EBTU PLANS) TO ALLOW CANADIAN FIRMS TO BID. (2 OR 3 TENDERS).

PREPARE REPORT ON ACTIVITIES IN SECTOR PARTICULARLY AS IT RELATES TO FINANCING SOURCES (LOCAL AND INTERNATIONAL)

DETERMINE MOST LIKELY PROJECTS (OTHER THAN BELOW) LIKELY TO MATERIALIZE IN PREPARATION FOR OUTGOING MISSION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED: