

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANAC'S EFFORTS IN OBTAINING CONTRACT WITH FEPASA.

AGREEMENT STILL UNDER NEGOTIATION.

QUARTER: 2 Participate in CANADAIR's mktg efforts to sell CANADAIR CL-215 Water Bomber. Follow-up on FEPASA Rehabilitation World Project. Follow-up on FERRONORTE Railway Project. IMP/Aircraft Conversion Project

This resulted in incr. the inter. of Brazil for the CL215 to combat forest fires. Discuss. were generated btwn CN and COTRAN for construction of FERROESTE. EDC is in final stage to reach an agreement w/Airforce on financing of project

QUARTER: 3 Follow-up on World Bk finance project w/Fepasa. Follow-up on Railway proj.w/Ferro-Norte. Follow-up on North-South Railway w/Valec. Follow-up on Ferro-Oeste proj.(Curitiba)

1st tenders are out & Canac bidding for \$2 million proj. - Developed closer links w/promoters & introduced Cdn know-how. - 1st 120 kms to be del.in April.followed-up w/Valec:no major opport avail for Cdn coys.-Proj facing fin.problems.