

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 : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON COOPERATION AGREEMENT IN URBAN TRANSIT TO IDENTIFY SPECIFIC AREAS OF COOPERATION.

FINANCIAL MANAGEMENT, ADMINISTRATION AND TECHNOLOGICAL INNOVATION CONTRACT(S), CONSULTING SERVICES FOR BRZLN METROS AND IN THIRD COUNTRIES.

FOLLOW UP ON CONTACTS ESTABLISHED BY DRIEDTT/FAMR SPECIALISTS DURING HIS VISIT TO PINPOINT SPECIFIC PROJECTS EQUIPMENT OF INTEREST TO CANADA.

LONG TERM PROSPECTS FOR "PEOPLE MOVER" SUBURBAN PASSENGER TRANSPORT, INTERCITY PASSENGER TRANSPORT.

CONTINUE TO PROVIDE SUPPORT TO CANADIAN FIRMS RE BRAZILIAN ANT-ARCTIC/HYDROGRAPHIC SHIPS AND EXPORT CORRIDOR PROJECTS RESPECTIVELY.

ENGINEERING/DESIGN SERVICES AND CONSULTING SERVICES CONTRACTS.

MAINTAIN AND FURTHER DEVELOP CONTACTS WITH MUNICIPAL AND STATE AUTHORITIES RESPONSIBLE FOR DECISION MAKING ON TRANSPORTATION PROJECTS.

INCREASED EXPOSURE OF CANADIAN EXPERTISE AND ENHANCED KNOWLEDGE OF SPECIFIC PROJECT ACTIVITIES.

MINI REPORTS ON AD-HOC BASIS ON STATUS OF URBAN, SUBURBAN, INTERCITY PASSENGER TRANSPORTATION PROJECTS AND FREIGHT TRANSPORTATION PROJECT(S) DEVELOPMENT.

TO DECIDE ON APPROPRIATENESS OF AND SUPPORT FOR OUTGOING MISSION OR SEMINAR, TO ADVISE ON PERMANENT BASIS INTERESTED CANADIAN FIRMS.

CONTINUE TO SUPPORT CANADIAN FIRMS ALREADY ACTIVE OR PURSUING SPECIFIC COMMERCIAL ACTIVITIES IN BRAZIL.

TO CONCLUDE ONE OR MORE OF SALES CURRENTLY BEING PURSUED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP COOPERATION AGREEMENT BETWEEN TTC/MUC TC & SAO PAULO METRO. MAINTAIN & DEVELOP CONTACTS WITH GOV'T AUTHORITIES RE TRANSPORTATION PROJECTS(URBAN/RAIL).

DONE BUT DUE TO CHANGES IN STATE GOV'T OFFICIALS CONCRETE ACTIVITIES WILL BE DELAYED SOMEWHAT. CULTIVATED CONTACTS WITH RIO, CURITIBA & S. PAULO AUTHORITIES WHICH LEAD TO ONE MAJOR CONTRACT (CANAC)FOR SERVICES, POTENTIAL FOR 2 MORE & IDEN-

QUARTER: 2 A)MONITOR DEVEL. OF RAIL PROJECTS, REPORT OPPORTUNITIES TO H. Q. AND IDENTIFY SUPPLIERS; B)FOLLOW DEV. OF EBTU'S PLANS TO UPGRADE URBAN TRANSIT SYSTEMS IN POA, CURITIBA, S. PAULO, RIO; C)DEVELOP PLAN TO REACTIVATE TTC/MUCTC AGREEMENT

A)CPCS DOING VIABILITY STUDY OF PARANA PRODUCTION RAILWAY. BOMBARDIER MADE OFFER TO FEPASA FOR LOCO REHABILITATION. CANAC LIKELY TO BID ON MGT PORTION OF FEPASA PROJECT; B)POTENTIAL PARTNER IDENTIF. FOR LAVALIN FOR POA URBAN TRANSP. PROJECT; C)VIS

QUARTER: 3 ORGANIZE HIGH LEVEL PARANA OFFICIALS VISIT TO CDA AND MONITOR DEVELOPMENTS OF PRODUCTION RAILWAY PROJECT AS WELL AS FEPASA, EXPORT CORRIDOR PROJECTS & TTC/MUCTC COOPERATION AGREEMENT WITH SAO PAULO METRO.

SUCCESSFUL VISIT CDA ENHANCED CHANCES OF CPCS FOR PROJECT MGT OF \$1.2 BIL. PROJECT; CANAC VERY WELL POSITIONED FOR CONSULTING WORK WITH FEPASA. ORGANIZED PART OF VISIT OF CBTU OFFICIALS TO CDA WHICH MAY LEAD TO TT & CONSULTING OPPORTUNITIES.