

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 :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT
IDENTIFY FUTURE OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR
SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE
ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

ASSIST CDN COS. IN FUTURE SALES.

FOLLOW UP ON DRIE AUTOMOTIVE STUDY
IDENTIFY OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Follow up on IBRD project with Fepasa.
- Follow up on rail project with Ferronorte.
- Follow up on North-South railway with Valec.
- Follow up on Ferroeste project (Curitiba).

- Canac visited Fepasa March re prep of tender.
- Pres CPCS met owner Ferronorte & identified areas for consulting work.
- 1st 120 Km to be del Apr;No new opportunities.
- Financing package still being arranged.

- QUARTER: 2 -Follow up on IBRD project with FEPASA.
-Follow up on rail project with FERRONORTE.
-Follow up on Communications proj. with RFFSA.
-Follow up on FERROESTE project.
-Follow up on Urban Transit project.

- CANAC signed contract for \$500,000 with FEPASA.
- CPCS signed US\$1.5 mil.contract with FERRONORTE
- SASKTEL US\$85 mil.proposal ranks 1st with RFFSA
- FERROESTE taking off with US\$40 mil. from state
- UTDC COO interested buying stainless steel tech

- QUARTER: 3 .Follow up on IBRD project with Fepasa.
.Follow up on rail project with Ferronorte.
.Follow up on communic. projects with RFFSA.
.Follow up on Ferroeste project.
.Follow up on Rio Grande project.

- .Canac started perform consult work for FEPASA.
- .Sasktel lowest bidder: Awaiting WB approval
- .Sign contr constr coys init infra/struc works.
- .CPCS neg cons contr with RGS govt for RG proj.

- QUARTER: 4 - Follow up Ferronorte.
- Follow up Ferroeste.
- Follow up RFFSA.
- Follow up Fepasa.

- Mission to Canada of Ferronorte.
- Visit to Canada by R. Paranhos.
- New consulting contract CPCS/Ferroeste.
- Canac signed contract with RFFSA/Fepasa.