

REPORT 4  
89/02/06

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 :635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION-AGREEMENT BETWEEN GOVERNMENT FEDERAL  
DISTRICT AND TTCL/SCUM.

ASSIST IN PACKAGING CDN BID FOR PARTICIPATION  
IN BRASALIA MASS TRANSIT PROJECT OF  
\$50,000,000.

EMBASSY TO WORK CLOSELY WITH LAVALIN TO INTRODUCE UTDC LRT TECH-  
NOLOGY TO EBTU AND TO ENCOURAGE RELATIONSHIP BETWEEN LAVALIN AND  
LOCAL PARTNER.

CANADA WILL BE BETTER POSITIONED TO MAKE SE-  
RIOUS BID FOR BRASILIA OR OTHER MASS TRANSIT  
PROJECTS.

EMBASSY TO PROMOTE EARLY VISIT TO CANADA OF NEW MINISTER FOR  
URBAN DEVELOPMENT AND PRESIDENT OF EBTU.

INCOMING MINISTERIAL MISSION WILL PROVIDE  
HIGH PROFILE EXPOSURE TO CDN TECHNOLOGY.

FOLLOW UP WITH MUNICIPAL AUTHORITIES IN SALVADOR, GOIANIA, BELO  
HORIZONTE, VITTORIA RE. PLANS FOR URBAN TRANSIT SYSTEMS.

INCREASE AWARENESS OF CDN LRT TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON MARCH 88 LAVALIN VISIT RE SALVADOR/  
BRASILIA/PORTO ALEGRE LRT PROJECTS.

FINAL DRAFT OF NATIONAL MASS TRANSIT PLAN  
COMPLETED AND DISTRIBUTED IN CANADA.  
ADDITIONAL CONTACTS WITH SULTEPA MADE ON BEHALF  
OF LAVALIN.

QUARTER: 2 Continued follow up on behalf of Lavalin re  
Salvador, Brasilia LRT projects.  
Provide detailed assistance to Bell Helicopters  
for sale to Brazilian Army.

Additional contacts with TCI made on behalf of  
Lavalin.  
Army finally chose Aerospatiale as supplier.

QUARTER: 3 -----

QUARTER: 4 -----