

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 : 640-BOGOTA

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

DASH 8 AND AF TRAINING AIRPLANES TO SATENA, ACES AND AF	25 MILLION
GREATER SHARE OF IBRD PROJECT FOR FNC	5 MILLION
PUT PACKAGE TOGETHER FOR BOGOTA METRO - \$ 500 MILL. PROJECT	\$ 30 MILLION
SEMINAR ON TRANSPORTATION SYSTEMS AVAILABLE FROM CANADA (AIRCRAFT AND MASS TRANSPORTATION).	INCREASE AWARENESS OF CANADIAN CAPACITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AND SUPPORT LAVALIN INTEREST IN BOGOTA METRO PROJECT.

CDN INFO BOOTH AT ASONAR GENERATED INTEREST IN CDN AUTO PARTS.

QUARTER: 2 SUPPORT OF LAVALIN'S BID FOR BOG. METRO PRO. FOLLOW-UP OF OPP. FOR SALE OF 20 FIRE TRUCKS TO COLOMBIA. CIVIL AVIATION DEPT. BY NORDIC SYSTEMS INC.

-CDN BID SUBMITTED AND WELL RECEIVED IN INITIAL EXAMINATION BY COL EVALUATION COMMITTEE
-NORDIC SYSTEMS INC. PRESENTED PROPOSAL, NOW UNDER EVALUATION BY CIVIL AVIATION.

QUARTER: 3 CONTINUING SUPPORT OF CCC/LAVALIN BOGOTA METRO OFER.

CDN BID FIRST-RANKED BY TECHNICAL COMMITTEE, POLITICAL FACTORS HAVE LED TO SECOND ROUND OF OFFERS. THREE PRESS CONFERENCES ON CDN PROPOSAL.

QUARTER: 4 PURSUE OFFER PROPOSAL FOR METRO BOGOTA - MAKE NEW OFFER ON JAN 25. - PURSUE COLOMBIA RAILWAY REHABILITATION PROJECT.

CDA STILL AMONG MAIN CONTENDERS FOR BOGOTA METRO PROJECT. NOW ONLY 4 COUNTRIES ON SHORT LIST FOR PROJECT(FROM 26 COUNTRIES INVITED). - RE COL PROJECT, POST COORDINATED RAILWAY MISSION.