

REPORT 4
88/02/02

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

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POST : 637-SAO PAULO

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO HELP SEVERAL FIRMS CONCLUDE ADDITIONAL SALES
OF MACHINERY.

\$2 TO 5 MILLION OVER THE NEXT THREE YEARS.

ONGOING EFFORTS TO ASSIST SEVERAL FIRMS TO CONCLUDE LICENSING/
JOINT VENTURE/TECHNOLOGY TRANSFER.

CONCLUSION OF TWO OR THREE JV/TT/LICENSING
ARRANGEMENTS.

CONTINUE TO SEEK TO IDENTIFY SELECTIVE MARKET NICHES FOR SPECIA-
LIZED MACHINERY FROM CANADA.

IDENTIFICATION OF 2 OR 3 OPPORTUNITIES FOR
SALES OR INDUSTRIAL COOPERATION.

PREPARE REPORT ON MATERIAL HANDLING LABELLING AND PACKAGING
MACHINERY SECTORS.

SUPPORT PROMOTIONAL ACTIVITY (E. G. MISSION)
IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED
MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING
TECHNOLOGY (SYNERGISTIC), CRUSHING MACHINERY (SP-
CRAFT), PACKAGING MACHINERY (LARGEN), WINCHES (PU-
LMASTER), SHREDDING MACHINERY (SCHREDETECH).

QUARTER: 2 A) FOLLOW-UP ON CONTACTS INITIATED BY POST WITH
ABIMAG RE JV PROGRAM FUNDED BY UNIDO; B) INITIATE
INFO GATHERING PROCESS TO EVENTUALLY PRODUCE SEC
TORAL REPORTS ON MAT. HANDLING, PACKAGING, LABELLING
SECTORS; C) FOLLOW-UP ONGOING ACTIVITIES

A) AWAITING RESPONSE FR H. Q. IN OTTAWA; B) IN
PROGRESS; C) AMSTRONG MADE SMALL SALE, G. KELK
IDENTIFIED NEW POTENTIAL SALES DURING VISIT AND
AERODAT & QUESTOR SURVEYS IDENTIFIED POTENTIAL
PARTNERS.

QUARTER: 3 -----

QUARTER: 4 -----