

REPT4D
90/06/26

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

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POST :635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FORMATION OF JOINT VENTURE BTWN CDN SUPPLIER & BRAZILIAN CON
ASSIST IN PACKAGING CANADIAN BID FOR PARTICIPATION IN
BRASILIA MASS TRANSIT PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Assist Canadair CL-215 in its efforts to market its plane in Brazil
- Work closely with Conair-BC Govt. in preparation of forest fire prevention package for Minister of Interior

- We have put our efforts on hold as result of unavailability of CL-215's for export to Brazil.
- We have counselled and worked closely with Conair in preparation of its offer to be submitted in July

QUARTER: 2 - Assist Conair and B.C. Govt in efforts to win contract for fire fighting system.
- Assist Canadair in potential sale of CL-215 to environmental agency.

- Conair proposal under evaluation but IBAMA (environment agency) more interested in CL-215.
- Purchase of CL-215 remains difficult due to budgetary constraints.

QUARTER: 3 1. Assist Canadair in pursuing sales opportunities for Challenger aircraft to Lider Taxi Aereo.

1. Lider will likely purchase one Challenger aircraft in first half of 1990.

QUARTER: 4 -Work with CONAIR to prepare forest fire fighting package in response to recent emergencies.

-While contract negotiations with Sarney government did not proceed due to lack of funding, prospects with Collor government are more encouraging.