

REPT4D
90/04/05

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 :602-CHICAGO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

CONTINUE TO DEVELOP AGENTS, REPS & DISTRIBUTORS IN AFTERMKT
IDENTIFY 15 NEW POTENTIAL AGENTS, REPS AND DISTRIBUTORS

FOR CDN COMPANIES.

CONTINUE TO IDENTIFY KEY BUYERS
IDENTIFY 12 NEW POTENTIAL BUYERS.

ONGOING DISTRIB OF POSTS "AUTO AFTERMARKET, MKTG GUIDE"

URBAN TRANSIT

ST LOUIS LIGHT RAIL PROJ WILL GO TO BID ON CARS IN JUNE 1989
\$ 36 M CAR ORDER.

CTA SUBWAY CAR PROCUREMENT
\$ 450 M ORDER.

CONTINUED REPORTING ON BIDDING PROCEDURES & FINANCING OF CTA

MARINE INDUSTRIES

BUYERS TO TORONTO BOAT SHOW
SALES OF OVER \$ 500,000 FOR 3 CDN CO.

EXPANDED KNOWLEDGE OF CANADIAN POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Ongoing monitoring of RTA procurement of rail
and subway cars.

QUARTER: 2 -National stand, APAA show - 12 companies.
-Ongoing monitoring of rail car purchases in
Chicago and St. Louis.
-Distributors for Canadian power boat exporters.

QUARTER: 3 1.Chcgo Transit Auth. rail car bid (232 cars).
2.St.Louis Light Rail project car bid (36 cars).
3.U.S. buyer to visit Hinterhueller Yachts, ONT

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Bids released June'89. Both UTDC and Bombardier
will compete for both contracts. Projected sales
\$450M.

-21 agents pending appointment-APAA.
-Bids released for CTA cars. \$21 million buses
sold to 2 cities in Wisconsin.
-2 Cdn companies put in touch with potential
distributors.

1.Bombardier was third after M-K and Matsui.
2.No Canadian supplier bid. Won by Siemens.
3.Orders placed value \$70,000