

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 :602-CHICAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: AUTOMOTIVE

CONTINUE TO DEVELOP AGENTS, REPS & DISTRIBUTORS IN AFTERMKT FOR CDN COMPANIES.  
IDENTIFY 15 NEW POTENTIAL AGENTS, REPS AND DISTRIBUTORS  
CONTINUE TO IDENTIFY KEY BUYERS  
IDENTIFY 12 NEW POTENTIAL BUYERS.

ONGOING DISTRIB OF POSTS "AUTO AFTERMARKET, MKTG GUIDE"

SUB-SECTOR: 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

SUB-SECTOR: 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:

QUARTERLY RESULTS REPORTED:

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

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

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.

-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.

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

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