

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 :606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1-Meeting w/ local rep of UTDC Toronto in bringing bi-level car to S. CA for demonstration.
2-Continuous liaison with local transit properties re inclusion of Cdn suppliers in purchasing.

1-Will finalize details of visit next quarter.
2-UTDC is included in bid for rail car for Century line extension.

QUARTER: 2 1-Liaison w/ UTDC&TGI(Bombardier)re:support & participation in November Transit Seminar.
2-Participated Automotive Service Equipment Show
Visit Japanese plants-source port/dealer program
3-Meet w/local reps-urban commuter rail projects

1-Orange Cty is dev.plans for commuter rail & people movers. UTDC&Bombardier in seminar/Nov.
2-Strong interest by Honda,Mazda,Toyota,Nissan Mitsubishi to consider Cdn parts & accessories.
3-Met with local reps of Canadian exporters.

QUARTER: 3 1.SEMA/AI '89 with 14 Cdn exhibitors (automotive)
2.Continued liaison with Japanese Transplant for port/dealer programs
3.Meeting with Orange County Transit officials re interest in ALRT and TGI

1.Exhibitors reported sales over 12 mos \$4 M
2.Resulted in export sales agreements with Mazda/Honda/Toyota.
3.Firm plans for O.C. officials to inspect ALRT in Vancouver in March 1990

QUARTER: 4 -----