

POST : 611-SEATTLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AUTOMOTIVE AFTERMARKET TRADE SHOW - ONE DAY IN SEATTLE AND ONE DAY IN PORTLAND AREA. TENTATIVE MID/87

MARINE INDUSTRIES

FOLLOW UP TO OIL AND GAS STUDY UNDERTAKEN IN 185/86.

INCOMING MARINE TRADE MISSION TO BRITISH COLUMBIA IN NOVEMBER/87 (FUNDED FROM DISCRETIONARY SOURCES).

AEROSPACE

ONGOING PROMOTION OF BOEING OPPORTUNITIES FOR CANADIAN COMPANIES.

AD HOC GROUP VISITS TO BOEING.

ANTICIPATED RESULTS:

30 PLUS CDN COMPANIES TO DISPLAY PRODUCTS AND GENERATE INROADS INTO MARKET.

85 COMPANIES APPRISED OF SIGNIFICANCE OF CHANGING CONDITIONS IN ALASKA.

10 AREA COMPANIES EXPOSED TO CDN SUPPLY CAPABILITIES.

MORE CANADIAN COMPANIES PURSUING WIDER SPECTRUM OF BOEING PROGRAMS.

1. EXPAND RANGE OF COMPANIES DEALING WITH BOEING.
2. EXPAND INVOLVEMENT OF CDN COMPANIES INTO A FULLER RANGE OF BOEING'S ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 AD HOC GROUP VISITS TO BOEING.

QUARTER: 2 AUTOMOTIVE AFTERMARKET SHOW IN SEATTLE AND PORTLAND.

QUARTER: 3 AD HOC BUSINESS VISIT TO BOEING. INCOMING MARINE TRADE MISSION TO B.C. (SCRAPPED IN FAVOUR OF LARGE INCOMING BUYERS MISSION TO VANCOUVER BOAT SHOW. )

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CHANGES AT BOEING HAVE MADE GROUP VISITS IMPRACTICAL. REPORTS SUBMITTED ON CHANGES. WORKED WITH 23 COMPANIES AT BOEING ON INDIVIDUAL BASIS \$9.5 MILLION IN BUSINESS INFLUENCED RECORDED.

EVENT IMPLEMENTED AS PLANNED. INTRODUCED 21 NEW COMPANIES TO THIS MARKET AND GENERATED \$507,000 IN ON SITE SALES.

WORKED WITH 4 COS. MEETING BOEING. VISIT OF HON. GRACE MCCARTHY, B.C. MIN OF EC. DEVPT. WILL BE FOLLOWED UP BY TECH. EXCHANGE VISIT TO BOEING AS WELL AS 2 MISS. FOR B.C. SUPPLIERS. RECRUITED 2 BUYERS FOR T. O. BT SHOW. 1 PLACED FM ORDR \$100,000