

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ATTENDED CONFERENCE ON SELLING AUTO PARTS TO
JAPANESE FIRMS IN THE U.S.
CANADIAN INTL. AUTOMOTIVE SHOW, 17-19 APR.,
TORONTO. DRAFT MARKET GUIDE FOR THE AUTOMOTIVE
AFTERMARKET.

RECRUITED 6 INCOMING BUYERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TO ESTABLISH THREE BUYING CONNECTIONS
TOTALING \$300,000 WHEAT BUSINESS
LINE CANADIAN COMMERCE TO HAVE SWEEP-
UP QUARTERLY RESULTS REPORTED
WTO DISTRIBUTORS \$300,000 WHEAT BUSINESS
LEADERSHIP DEVELOPMENT TRAINING IS BEING
REPORTED 2 LOCAL AGENTS HIRED, \$100,000
REPORTED PROJ. VALUED AT \$1.6 IN APPROX. 1988-
89 HIS ARMY LACKS FUNDS UNTIL 31 OCT 88
LEADERSHIP DEVELOPMENT CALLS MADE ON KEY CONTACTS
\$10 W ORDER TO BEHOLDEN BVIT CVR 18 WTR

\$30 W CVR ORDER EXPECTED WTR 88

EXHIBITS
LEADERSHIP VISITS TO BE LOGGERS BY SA COM
GENERAL TOO FOCUS SOLICITING EMPLOYERS FROM

5 BUYING CONNECTIONS MAINTAINED

NEW VOLUNTARIES
TO NEW BUYER REPRESENTATIVES AND TO NEW VENEZUELA

IDENTIFY NEW NEW POTENTIAL BUYERS

DISTRIBUTORS FOR CANADIAN COMMERCE
IDENTIFY 13 NEW POTENTIAL VENEZUELA BUYERS

LEADERSHIP VISITS THROUGH THE CHICAGO LEADERSHIP MANAGEMENT GROUP
WHOLE SALES GENERAL AND HIM VS UNITS IN SOLICITING FOR
WTO
CANADIAN COMMERCE LEADERSHIP VISITS THROUGH THE CHICAGO LEADERSHIP
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UNCLASSIFIED

ACTIVITIES PROPOSED IN FISCAL YEAR

ANTICIPATED RESULTS

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