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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	CONTINUE TO DEVELOP AGENTS,REPS & DISTRIBUTORS IN AFTERMARKET SALES & DISTRIBUTION NETWORK AND ENCOURAGE THEM TO DEAL WITH CANADIAN FIRMS.	IDENTIFY 15 NEW POTENTIAL AGENTS,REPS,AND DISTRIBUTORS FOR CANADIAN COMPANIES.
	IDENTIFY KEY BUYERS IN THE AUTOMOTIVE AFTERMARKET FOR CANADIAN COMPANIES TO CALL ON	IDENTIFY TEN NEW POTENTIAL BUYERS
	ASSIST IN IMPLEMENTATION OF CANADIAN GOVERNMENT PARTICIPATION IN APAA,AUGUST 88 AND AUTOFACT, OCTOBER 88, TRADE SHOWS & FOLLOW-UP WITH RESPONSIVE WORK LOAD ARISING FROM SHOWS.	10 NEW SALES ARRANGEMENTS AND 10 NEW AGENCY/ REP APPOINTMENTS
	SURVEY CURRENT REQUIREMENTS OF TERRITORY MANUFACTURERS FOR USE BY CANADIAN COMPONENT MANUFACTURERS, HIGHLIGHTING AREAS OF OPPORTUNITY	2 BUYING CONNECTIONS ARRANGED
	PROMOTE CONSULATE GENERAL AND WIN AS AN"AID IN SOURCING" FOR PURCHASING AGENTS THROUGH THE CHICAGO PURCHASING MANAGEMENT ASSOC	GENERATE 100 LOCAL SOURCING ENQUIRIES FROM PURCHASING AGENTS TO BE FOLLOWED UP BY CDN EXPORTERS.
URBAN TRANSIT		
	ST.LOUIS LIGHT RAIL PROJECT HAVING TROUBLE GETTING FUNDING RELEASED BY US DOT	$36 M CAR ORDER EXPECTED AUGUST 88
	ONGOING CONTACT AT RTA AND CTA ABOUT RETROFITTING RAIL CARS AND REPLACEMENT FOR CHICAGO PROPERTIES	$10 M ORDER TO RETROFIT RAIL CARS TO ALLOW HANDICAP ACCESS.
MARINE INDUSTRIES		
	MARKET GUIDE PROVIDING DISTRIBUTION CHANNELS, AGENTS & DISTRIBUTORS WAS RESEARCHED. DOCUMENTATION IS STILL CURRENT AND GUIDE SHOULD BE COMPLETED.	TEN CANADIAN COMPANIES TO APPOINT NEW AGENTS AND DISTRIBUTORS. $300,000 NEW BUSINESS INFLUENCED.
	SEND BUYERS TO TORONTO BOAT SHOW	FIVE CANADIAN COMPANIES TO MAKE SALES AGGREGATING $300,000 NEW BUSINESS.