

POST : 605-DETROIT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

REVIEW AND INTERVIEW AGENTS/REPS FOR THE AUTOMOTIVE SECTOR.

GATHER MARKET INTELLIGENCE ON AUTOMOTIVE JOINT VENTURE COMPANIES
IN CANADA/U. S. A.

REPORT ON REACTION OF CANADIAN MFRS. TO IMMIGRANT FIRMS NOT
MEETING AUTO PACT REQUIREMENTS RE CANADIAN CONTENT.

URBAN TRANSIT

FOLLOW-UP VISITS TO LOCAL TRANSIT AUTHORITIES AS WELL AS STATE
DEPARTMENTS OF TRANSPORTATION.

DIRECT MAILING TO CANADIAN COMPANIES RE UPCOMING PROCUREMENT
CONTRACTS AND GENERAL OPPORTUNITIES AVAILABLE IN TERRITORY.

TARGETED VISIT TO TTC IN TORONTO AND O. C. TRANSPD FOR THE IPTC
SENIOR OFFICIALS - RE: BUSWAY POSSIBILITIES OR ALTERNATIVELY
LIGHT RAIL PROJECT FOR N. E. QUADRANT OF MARION COUNTY.

DINNER/RECEPTION FOR MAYOR OF DETROIT, UTDC STAFF, KEY TRANSIT
OFFICIALS IN CONJUNCTION WITH AUG. 17/87 - OFFICIAL OPENING OF
DETROIT PEOPLE MOVER PROJECT.

- ACQUIRE A "SHORT LIST" OF QUALITY REPRESENTATIVES FOR USE BY CANADIAN FIRMS IN MICHIGAN /INDIANA.

MONITOR THE EFFECT THESE FIRMS WILL HAVE ON IMPORT/EXPORT STATISTICS VS. THE NORTH AMERICAN PARTS MFRS. AND AUTO COMPANIES.

CONTRIBUTE TO OTTAWA POLICY FORMULATION IN THIS IMPORTANT AREA.

IDENTIFY POTENTIAL PROJECTS AND UPCOMING PROCUREMENT CONTRACTS.

INCREASED NUMBER OF CANADIAN COMPANIES BIDDING ON PROJECTS/SUCCESSFUL SALES.

SERIOUS CONSIDERATION TO USE OF CANADIAN TECHNOLOGY DURING CONSTRUCTION PROCUREMENT PHASE.

POTENTIAL ANNOUNCEMENT OF MAJOR LONG TERM CAPITAL PROJECTS ENVISIONED FOR DETROIT/S. E. MICHIGAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP VISITS TO LOCAL TRANSIT AUTHORITIES AS WELL AS STATE DEPARTMENTS OF TRANSPORTATION.

ENCOURAGE IPTC TO CONSIDER ADDITIONAL CDN SUPPLIERS (TALFORD JONES SUCCESSFUL IN OBTAINING CONTRACT FOR SALE OF FOAM STANCHIONS). INTRODUCED CDN SUPPLIERS TO MAJOR TRANSIT AUTHORITIES AS WELL AS NEW CONTACTS WITH STATE GOVERNMENT.

QUARTER: 2 IMPROVED REPORTING ON AUTO SECTOR THROUGH INCREASED EMPHASIS ON INTELLIGENCE GATHERING (CORPORATE VISITS INFO FROM AGENTS, ETC) ANALYSIS AND DISTRIBUTION.

COMPLETED AND DISTRIBUTED MAJOR OVERVIEW REPORT ON THE USA AUTO. IND. PARTICIPATE MORE FULLY IN CDN AUTO POLICY FORMULATION PROCESS, CONSIDER FEASIBILITY OF QUARTERLY REPORT PREPARATION & DISTRIB'N TO WIDE NET IN CDN AUTO INDUSTRY.