

REPORT 4
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 604-DALLAS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PERIODIC MEETINGS AND VISITS WITH KEY TRANSIT STAFF AND BOARD MEMBERS.

PARTICIPATION IN REGIONAL TRANSPORTATION CONFERENCE AND SEMINARS.

MAKE DETAILED ANALYSIS OF CURRENT PROCUREMENT PRACTICE OF WORK BOAT FLEET OPERATORS ALONG GULF COAST.

AEROSPACE

MAINTAIN CONTACT WITH AEROSPACE CONTRACTORS.

MAKE SURVEY OF AEROSPACE INDUSTRY. DETERMINE EXTENT OF NEW PROJECTS IN AREA.

ANTICIPATED RESULTS:

ONGOING MARKET INTELLIGENCE TO BE FORWARDED TO GOVERNMENT & INDUSTRY SOURCES TO FACILITATE BID/NEGOTIATING PROCESS.

CONTINUED EXPOSURE FOR CANADIAN GOODS AND SERVICES.

BE IN POSITION TO ADVISE CANADIAN COMPANIES CONCERNING FUTURE SALES TO THIS AREA.

UNDERSTANDING OF UP-COMING PROJECTS/ OPPORTUNITIES.

INTRODUCE 3 NEW EXPORTERS TO THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PARTICIPATED IN REGIONAL TRANSPORTATION CONFERENCES AND SEMINARS. PERIODIC MEETINGS & VISITS WITH TRANSIT STAFF. INFO BOOTH AT TEXAS PUBLIC TRANSPORTATION CONFERENCE.

QUARTER: 1 PARTICIPATE IN OFFSHORE TECHNOLOGY CONFERENCE.

QUARTER: 2 AEROSPACE: PART 'N IN THE NAT'L BUSINESS AIRCRAFT ASSOC'N SHOW - SEPT. 29-OCT. 1.
URBAN TRANSIT: MEETING WITH KEY TRANSIT STAFF AND PARTICIPATION IN REGIONAL CONFERENCES.

QUARTER: 3 AUTOMOTIVE:
URBAN TRANSIT:
MEETINGS AND VISIT OF KEY TRANSIT STAFF & BOARD MEMBERS.
MARINE:

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

OBTAINED LITERATURE FROM CDN COYS. ATTENDED TEXAS PUBLIC TRANSPORTATION CONFERENCE. MET SEVERAL TEXAS TRANSIT OFFICIALS AND DISCUSSED PROJECTS IN DALLAS, HOUSTON AND CORPUS CHRISTI. ENCOURAGE CONSULTANTS TO BID ON CORPUS CHRISTI PROJECT.

THE OFFSHORE TECHNOLOGY CONFERENCE BROUGHT 26 EXHIBITORS TO THE CDN GOV'T STAND. THEY MADE \$1,357,500.00 IN ON-SITE SALES AND PROJECT OVER \$26,000,000.00 IN SALES DURING THE NEXT 12 MONTHS.

PARTICIPATED WITH INFO BOOTH IN NBAA; ASSISTED 20 CDN COS THROUGH LITERATURE DISTIB'N & SUPPORTED EXHIBITORS. CONS. GEN. & TRADE COMM. MET WITH EXEC. DIR. OF DART & REVIEWED MAJOR ISSUES. PROPOSED EDC-DART MEETING ON EXPORT FINANCING.

-VISITED AUTO. WHOLESALERS SHOW. ESTABLISHED EXCELLENT AGENT INTEREST; RENEWED CDN CONTACTS.
-ARRANGED VISIT OF DALLAS CITY MGR & DELEG (5).
-ADVISED CDA CO'S OF OPPORTUNITIES & PROGRESS.
-WORK BOAT SHOW CANCELLED.