

REPORT 4
89/10/10

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 Automotive Parts and Accessories Assn Show

10 companies in National stand; potential sales \$1.75 million; 22 agents/distributed appointed or pending; 360 enquiries

QUARTER: 3 Incoming buyers to APTA meeting-Montreal.

2 buyers attended. Pending orders include \$500 million in Chicago and \$40 million in St.Louis

QUARTER: 4 Big I Show National Stand; 8 Cdn. coys exhibited. Monitored CTA-St.Louis rail car procured.

2 agents/ reps appointed; 11 agents/ reps pending; 142 serious enquiries; \$3,850,000 est.potential sales.