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 : 604-DALLAS

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

## TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 OFFSHORE TECHNOLOGY CONFERENCE, HOUSTON, TX, MAY 2-5/88 WITH TARGET OF EXPANDING EXHIBITOR PARTICIPATION TO MORE THAN 40.
- QUARTER: 1 PARTICIPATION IN REGIONAL TRANSPORTATION CONF. AND LIAISON AND MEETINGS WITH DART OFFICIALS. PURCHASING AGENTS CONVENTION WICHITA,KS MAY/88.
- QUARTER: 2 Helicopter Assoc. Int'l Show, New Orleans, LA, Jan. 15-17/89. 2. Work Boat Show, New Orleans, LA Dec. 1-3/88. 3. Liaison & mtgs. w/key transit officials
- QUARTER: 3 Liaison and meetings with key transit officials.

QUARTER: 4 1.Participation in regional transportation conf & liaison with DART in relation to financing. 2.Organize and recruit for the Offshore Technology Conference, Houston, TX May 1-4/89. 3.Purchasing Agents Convention, Wichita, KS

## QUARTERLY RESULTS REPORTED:

CDA HAD 45 COS IN THE NAT'L STAND. SITE SALES OF \$401,000 WITH 12 MONTH PROJECTIONS IN EXCESS OF \$20 MILLION. 150 PLUS VISITORS FROM CANADA.

ORG INFO BOOTH AT TX PUBLIC TRANSP CONF IN DAL-LAS & DISTR LITERATURE FM 8 CDN COS. PERIODIC MTGS WITH DART & LIAISON & REPORTING ON DART BOND REFERENDUM(JUNE 88).DID NOT PARTICIPATE DUE TO OTHER CONCURRENT COMMITMENTS.

Prelim. planning for the show. 2. Preliminary planning for the show. 3. Mailing to 25 transit boards re Mtl APTA Conf.. Liaison w/DART & sev. transit authorities re APTA conference

Attended Southwest Transit Assoc.Planning Conf. in San Antonio & Dallas officials. Visit to New Orleans regarding RTA developments. Contact with local officials regarding APTA Conf.'88 in Mtl.& 1990 conference in Houston.

1.Participated in SWTA Annual Conf and met with key transit properties.Discussions with Bombardier.2.Liaised with SPE in recruiting Cdn. minister to attend OTC.Assisted UTW in recruiting.3.Conv. did not take place.

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HELEEPTER ASSOCIATION INTERNATIONAL TROME ONE LEASES IS TO HAV AT CLASS 10 NEW COM EXHIBITORS FOR THIS SHOW. WE WILL BE HAVEN A SERIES OF CALLS ON CONVERCIAL ACTOUNDEDEDENAMINACTOMETIS AND SUPPLIERS.

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