

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

POST :611-SEATTLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE AFTERMARKET TRADE SHOW - ONE DAY IN SEATTLE AND ONE DAY IN PORTLAND AREA. TENTATIVE MID/87

30 PLUS CDN COMPANIES TO DISPLAY PRODUCTS AND GENERATE INROADS INTO MARKET.

MARINE INDUSTRIES

FOLLOW UP TO OIL AND GAS STUDY UNDERTAKEN IN 185/86.

85 COMPANIES APPRISED OF SIGNIFICANCE OF CHANGING CONDITIONS IN ALASKA.

INCOMING MARINE TRADE MISSION TO BRITISH COLUMBIA IN NOVEMBER/87 (FUNDED FROM DISCRETIONARY SOURCES).

10 AREA COMPANIES EXPOSED TO CDN SUPPLY CAPABILITIES.

AEROSPACE

ONGOING PROMOTION OF BOEING OPPORTUNITIES FOR CANADIAN COMPANIES.

MORE CANADIAN COMPANIES PURSUING WIDER SPECTRUM OF BOEING PROGRAMS.

AD HOC GROUP VISITS TO BOEING.

1. EXPAND RANGE OF COMPANIES DEALING WITH BOEING.
2. EXPAND INVOLVEMENT OF CDN COMPANIES INTO A FULLER RANGE OF BOEING'S ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AD HOC GROUP VISITS TO BOEING.

CHANGES AT BOEING HAVE MADE GROUP VISITS IMPRACTICAL. REPORTS SUBMITTED ON CHANGES. WORKED WITH 23 COMPANIES AT BOEING ON INDIVIDUAL BASIS \$9.5 MILLION IN BUSINESS INFLUENCED RECORDED.

QUARTER: 2 AUTOMOTIVE AFTERMARKET SHOW IN SEATTLE AND PORTLAND.

EVENT IMPLEMENTED AS PLANNED. INTRODUCED 21 NEW COMPANIES TO THIS MARKET AND GENERATED \$507,000 IN ON SITE SALES.

QUARTER: 3 AD HOC BUSINESS VISIT TO BOEING. INCOMING MARINE TRADE MISSION TO B.C. (SCRAPPED IN FAVOUR OF LARGE INCOMING BUYERS MISSION TO VANCOUVER BOAT SHOW.)

WORKED WITH 4 COS. MEETING BOEING. VISIT OF HON. GRACE MCCARTHY, B.C. MIN OF EC. DEVPT. WILL BE FOLLOWED UP BY TECH. EXCHANGE VISIT TO BOEING AS WELL AS 2 MISS. FOR B.C. SUPPLIERS. RECRUITED 2 BUYERS FOR T. O. BT SHOW. 1 PLACED FM ORDR \$100,000

QUARTER: 4 INCOMING MISSION TO VANCOUVER BOAT SHOW RECRUITMENT - TORONTO BOAT SHOW

33 BUYERS TAKEN TO SHOW. 3 CONFIRMED SALES TO DATE.
2 BUYERS ATTENDED BOAT SHOW IN TORONTO.