

REPORT 4
88/10/21

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 : 611-SEATTLE

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	NEBS MISSION IN BOTH RETAIL AND O.E.M. PRODUCTS FOR THE AUTOMOTIVE AREA.	BETTER UNDERSTANDING OF MARKETS AND CONTACTS TO INCREASE SALE OPPORTUNITY.
	POSSIBLE SOLO TRADE SHOW IN HEAVY DUTY TRUCK MARKET. LATE/88.	\$100,000 IN SALES.
MARINE INDUSTRIES		
	ONE DAY BUS TRIP TO VANCOUVER BOAT SHOW, 40 BUYERS FEB 4/88.	35-40 AREA COMPANIES EXPOSED TO CDN SUPPLY CAPABILITIES.
	ONE DAY BUS, BUYERS VISIT TO VANCOUVER, B.C. BOAT SHOW. INTRODUCTION OF CANADIAN RECREATIONAL BOAT INDUSTRY TO TERRITORY.	35-40 AREA COMPANIES EXPOSED TO CDN SUPPLY CAPABILITIES.
	INTRODUCTION OF CANADIAN SEAFOOD SUPPLIERS TO TERRITORY.	10-20 CDN COMPANIES EXPOSED TO WORK BOAT/FISHING BOAT INDUSTRY.
AEROSPACE		
	ONGOING PROMOTION OF BOEING OPPORTUNITIES FOR CANADIAN COMPANIES.	MAINTAIN CURRENT NUMBER OF BOEING APPROVED SUPPLIERS AS BOEING DECREASES ITS SUPPLIER BASE. AT SAME TIME ADD SEVERAL NON APPROVED CDN COS. TO BOEING'S SUPPLIER LIST.
	AD HOC GROUP VISITS TO BOEING.	EXPAND INVOLVEMENT OF CDN COMPANIES INTO A FULLER RANGE OF BOEING'S ACTIVITIES.
	SELECTED MISSIONS IN CO-OPERATION WITH BRITISH COLUMBIA.	EXPAND NETWORK OF B.C. COMPANIES SUPPLYING BOEING.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	QUEBEC BOEING MISSION, JUNE	6 QUEBEC AEROSPACE SUPPLIERS MET BOEING COMMERCIAL AIRPLANE'S SENIOR PROCUREMENT MANAGERS. 2 COMPANIES RECEIVED RFQ'S AND 1 COMPANY WILL BE INSPECTED FOR BOEING QUALIFICATION.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	