

REPT4D
89/12/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

CONTINUE TO DEVELOP AGENTS, REPS & DISTRIBUTORS IN AFTERMKT FOR CDN COMPANIES.
IDENTIFY 15 NEW POTENTIAL AGENTS, REPS AND DISTRIBUTORS

CONTINUE TO IDENTIFY KEY BUYERS
IDENTIFY 12 NEW POTENTIAL BUYERS.

ONGOING DISTRIB OF POSTS "AUTO AFTERMARKET, MKTG GUIDE"

URBAN TRANSIT

ST LOUIS LIGHT RAIL PROJ WILL GO TO BID ON CARS IN JUNE 1989
\$ 36 M CAR ORDER.

CTA SUBWAY CAR PROCUREMENT
\$ 450 M ORDER.

CONTINUED REPORTING ON BIDDING PROCEDURES & FINANCING OF CTA

MARINE INDUSTRIES

BUYERS TO TORONTO BOAT SHOW
SALES OF OVER \$ 500,000 FOR 3 CDN CO.

EXPANDED KNOWLEDGE OF CANADIAN POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing monitoring of RTA procurement of rail
and subway cars.

Bids released June '89. Both UTDC and Bombardier
will compete for both contracts. Projected sales
\$450M.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----