

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

REPT4D
 90/04/05

POST :602-CHICAGO

016-INDUSTRIAL MACHIN,PLANTS,SERV.
 UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MANUFACT & MATERIAL PLANT,EQP.	
	DETERMINE POTENTIAL FOR EQUIP & MACH & UNDERTAKE POST PRODUC IDENTIFICATION OF NEW MARKET OPPORTUNITIES AND 5 NEW	BUYER CONNECTIONS.
	MAKE 12 OUTCALLS ON PUBLIC/PRIVATE SECTOR FIRMS-PROMOTE CDN 5 NEW BUYER CONNECTIONS	
	DEVELOP LIST OF INTERESTED SALES AGENTS/DISTR FOR USE BY CDN INFORMATION FOR CDN EXPORTERS TO LEAD TO 6 NEW	REPRESENTATION APPOINTMENTS.
	TOOLS & HARDWARE	
	MODERATE RESPONSIVE WORKLOAD FROM TERRITORY FOUR BUYING CONNECTIONS.	
	OTHER EQUIP,MACH NOT ELS SPE	
	DEVELOP GUIDE TO MKT ENVIRON EQPT IN WI, ILLINOIS & MIS TERR INFORMATION FOR EXPORTERS TO USE FOR PLANNING & APPOINTING	REPRESENTATION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -National stand at WasteExpo -National stand at PaintCon	-18 coys in natl.stand, sales \$3.4M,projected 12.9M, 36 reps appointed. -10 coys in natl.stand, sales \$600,000.,proj. \$8M, 25 reps appointed.
	QUARTER: 2 -Follow-up for Paint Con '89 trade show. -Follow-up for Waste Expo '89 show.	-Six Companies with newly appointed agents stemming from Consulate referrals. -Sales of \$750,000 in addition to on-site sales reported as of 9/13/89.
	QUARTER: 3 1.Graph Expo 89 - 7 coys exhibited 2.FABTECH 89 - 7 coys exhibited	1.\$426,000 on site sales;1113 enquiries;4 agents 2.\$16,500 on site sales; \$9.8 projected sales; 680 enquiries
	QUARTER: 4 -----	