

POST : 502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	BUILDING PRODUCTS	
	PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT PROJECT DEVELOPERS/ARCHITECTS.	1986: C\$1.5 MILLION. 1987: C\$ 1 TO 1.5 MILLION
	PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT PROJECT DEVELOPERS/ARCHITECTS.	1987: C\$1.5 MILLION. 1988: C\$2.0 MILLION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	IBEX ' 87 PAVILLION MONITORING MAJOR CONSTRUCTION PROJECTS.	EXHIBITORS FROM CDA. \$7-8 MID. SALES I AGENT INTELLIGENCE TO EXPORTERS AS REQUIRED.
QUARTER: 2	-IBEX 87. -MAJOR HK PROJECTS.	-FOLLOW UP WITH CDN PARTICIPANTS. -ONE MAJOR PROJECT LEAD RESULTED IN MAJOR SALE OF C\$6.5 MILLION IN BUILDING PRODUCTS.
QUARTER: 3	-LOCATE AGENTS FOR CDN SUPPLIERS. -ASSIST AGENTS TO IDENTIFY HK PROJECTS/DEVELOPER	-ASSISTED ONTARIO HOUSING MISSION TO FIND AGENTS AND BUYERS; FOLLOWUP. -SALES OF WOOD FLOORING, PLYWOOD.
QUARTER: 4	LOCATE AGENTS FOR CANADIAN SUPPLIERS.	- NEW JOINT VENTURE SIGNED RE: CONSTRUCTION AND ARCHITECTURAL SERVICES; - NEW AGENCY AGREEMENT RE: ARCHITECTURAL SERVICES, SIGNED.