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 : 502-HONG KONG

016-INDUSTRIAL MACHIN, PLANTS, SERV.
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
MARKET STUDY UNDERWAY TO ANALYSE OPPORTUNITIES FOR ENVIRONMENTAL CONSULTANTS IN HK, IDENTIFY MAJOR IMPORTERS OF EQUIPMENT, AND DEVELOP STRATEGY FOR PENETRATING MARKET.	STUDY TO BE COMPLETED IN MARCH 88. STARTEGY PAPER TO BE SUBMITTED BY JUNE 88.
IDENTIFICATION AND INTRODUCTION OF NEW CONSULTANTS TO MARKET.	INTRODUCE AND ASSIST AT LEAST 3 BY END OF FY 87/88.
SENSITIZE DEA, OGD AND PROVINCES TO OPPORTUNITIES IN THIS POORLY DEFINED SECTOR.	MEET WITH DRIE, ENVIROCAN, DEA, COUNCIL OF MUNICIPALITIES, SEVERAL PROVINCES
IDENTIFY AND INTRODUCE NEW CONSULTANTS TO THE MARKET THROUGH (A) ATTENDANCE AND SPEAKING AT LOCAL CONFERENCE (B) SOURCING IN CDA FOR SPECIFIC PROVINCES.	SECURE ATTENDANCE BY CANADIAN AT POLMET 88. SECURE OPPORTUNITY FOR CANADIANS TO BID ON LOCAL CONTRACTS.
IDENTIFY LOCAL CONSULTANTS PREPARED TO WORK IN JOINT VENTURE WITH CANADIAN FIRMS.	MATCH INTERESTED LOCAL COYS TO APPROPRIATE CANADIAN PARTNERS.
ATTRACT HIGH PROFILE VISITOR(S) OR MISSIONS TO HK IN COURSE OF REGIONAL TRIP.	AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 SUBSECTOR - ENVRIONMENTAL PROTECTION - SERVICES. IDENTIFICATION OF OPPORTUNITIES FOR LOCAL CONSULTANTS & RAISE PROFILE OF POLMET '88.	CONSULTANTS ARE ACTIVELY PURSUING MKT AS RESULT OF MKT STUDY UNDERTAKEN & CIRCULATED.-HK ENVIRONMENTAL PROTEC'N DEPT. HIGHLY SENSITIZED TO CDN CAPABILITY & INTERESTED IN SEEING CDN. PARTICIPATION IN POLMET '88.
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	