

REPORT 4  
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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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 POLLUTION CONTROL EQUIPMENT AND UNDERTAKE  
POST PRODUCED MARKET STUDY.

IDENTIFICATION OF NEW MARKET OPPORTUNITIES  
LEADING TO \$1 MIL. IN NEW BUSINESS WITHIN  
2 YEARS.

UNDERTAKE TO PRODUCE DIRECTORY OF CANADIAN WATER POLLUTION  
CONTROL COMPANIES USING ADVERTISING SUPPLEMENT IN KEY TO  
WATER POLLUTION MAGAZINE.

BROAD PROMOTING OF CANADIAN SUPPLY CAPABILI-  
TIES LEADING TO NEW BUSINESS OPPORTUNITIES.

MAKE CALLS ON 10 PUBLIC AND PRIVATE SECTOR FIRMS TO DETERMINE  
WHAT THEY PURCHASE AND FROM WHOM, INCL. REP LOCATOR PROGRAM  
PURSUANT TO CHICAGO MATS HANDLING SHOW, FEB/87.

AT LEAST 3 NEW BUYER CONNECTIONS RESULTING  
IN \$1 MIL. IN NEW BUSINESS WITHIN 2 YEARS.

TOOLS & HARDWARE

FOLLOW-UP PROGRAM TO DEPARTMENTAL SPONSORED TOOL, DIE AND MARKET  
STUDY.

10 NEW BUYING CONNECTIONS AND \$500,000 IN NEW  
BUSINESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 GRAPH EXPO '87, NATIONAL STAND, 10 COMPANIES.

QUARTER: 4 -----

REGISTERED 10 AGENTS. IDENTIFIED 53 BUYERS.