

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

24

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

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

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

BUYER CONNECTIONS.

REPRESENTATION APPOINTMENTS.

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 -----

QUARTER: 3 -----

QUARTER: 4 -----