

REPT4D  
90/01/23

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

POST :601-BOSTON

015-CONSTRUCTION INDUSTRY  
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

FOLLOW-UP N.S. NEBS MISSION TO BIG SHOW MAR/88 - 6 N.S. COMP  
ESTABLISH 5-6 NEW AGENTS OR DISTRIBUTORS OF N.S. CONST

MATERIALS.

FOLLOW-UP ATLA CNA NEBS MISS TO BUILD BOSTON EXPO IN NOV 88  
ESTABLISH 4-5 NEW AGENTS OR DISTRIBUTORS OF CDM CONST.

MATERIALS

COMMISSION SURVEY OF NEW ENG. PRE-BUILT HOUSING MKT  
INCREASE KNOWLEDGE OF MKT SIZE TO INCREASE CDM EXPORTS

PROMOTE PARTICIPATION OF NEBS MISSIONS TO NEW ENGLAND.  
INCREASE BY 10-20 THE NUMBER OF CDM EXPORT COMPANIES.

EXPAND DISTRIB. OF INFORMATION ON TRADE SHOWS I.E. NORTHEAST  
INCREASE VISIBILITY OF CDM COMPANIES & PRODUCTS.

ESTABLISH INFO BOOTH FOR NEW EXPORTERS, NORTHEAST CONST EXPO  
INTRODUCE 6 NEW FIRMS TO NEW ENGLAND MKT & COLLECT MKT INFO.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. NEBS Mission from Montreal to Burlington, Vt.  
12 July

1. 17 companies introduced to market.

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Compose Quarterly Defense Bulletin  
- Participate in AUSA/USIA, SACO Industry Days  
- Followup with Mexico SAC Army 800K working  
Group

- Compose and mail to SACO Canadian  
bulletin.

QUARTER: 2 1. Quarterly Defense Bulletin.

2. Produced and mailed to SACO Canadian  
bulletin.

QUARTER: 3 -----

QUARTER: 4 -----