

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

POST : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE INDUSTRIAL COOPERATION LINKS BETWEEN CANADIAN & UK FIRMS  
IN CONNECTION WITH MAJOR DND PROCUREMENT PROJECTS (NSA, CASAP,  
TCCCS ETC. )

FOLLOW UP TO FARNBOROUGH '86 AND RDP/UK TRADE INDUSTRIAL MISSION  
TO CANADA FALL '86

POST REPRESENTATIVE AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR '87)  
AND AT PARIS AIR SHOW (JUNE '87)

HOST '87 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEE-  
TING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN LONDON.

ORGANIZE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR  
HAND PICKED UK AUDIENCE.

GREATER UK FAMILIARITY WITH CDN CAPABILITIES  
LEADING TO INDUSTRIAL TEAMING - LONG TERM  
INDUSTRIAL BENEFITS TO CANADA

PURSUIT OF NEW RESEARCH, PRODUCTION AND  
MARKETING TARGETS.

MEETINGS WITH SOME 75 CANADIAN EXPORTERS SEE-  
KING TO BOOST SALES TO UK AND INDUSTRY TO  
INDUSTRY COOPERATION

STIMULATE UK INTEREST IN GREATER INTER-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON  
DEFENCE R&D & PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-  
CONTRACT POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) ORGANIZE CDN CO. PRODUCT SEMINARS AT CDN  
HOUSE; FOLLOW-UP TO FARNBOROUGH 86 AIRSHOW;  
B) PROMOTE INDUSTRIAL COOP LINKS BETWEEN CDN &  
UK DEFENCE CONTRACTORS.

QUARTER: 3 PROMOTE CDA/UK INDUSTRIAL COOPERATION LINKS.  
FOLLOW-UP TO PARIS AIR SHOW. HOST 87 RDP STEERING  
CTTEE MTG IN LONDON. ORGANIZE CDN COY PRODUCT  
SEMINARS AT CDA HOUSE.

QUARTER: 4 -----

A) UK MOD MINISTER HOSTED PRESS CONF. WITH HOP  
PARTICIPATION TO AMMOUCE AWARD OF C\$37MLN  
CONTRACT TO CAE ELECT. FOR MAD AWS EQPT.  
B) ORGANIZE VISITS TO CDA BY BRITISH AEROSPACE  
PLESSEY ELECTRONICS AND SHORTS BROTHERS.

EH INDS WORKING CLOSELY WITH CDN PARTNERS ON  
SUPPLY OF NSA EH101 HELICOPTER TO CDN FORCES.  
ROYAL OPENING LDN CITY STOLPORT WITH DEHAVILLAND  
DASH7. RDP MTG LAID GROUNDWORK FOR ENHANCED  
FORCES-TO-FORCES COLLABORATION. RAYTHEON/DOT