

REPORT 4
89/02/06

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 :608-NEW YORK, CONSULATE GENERAL 004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

INTRODUCTION OF EIGHT NEW COMPANIES TO CECOM AND ARDEC.

FIRMS WILL HAVE OPPORTUNITY TO BID ON UP-
COMING PROJECTS, ESTIMATED TO BE VALUED IN
EXCESS OF \$5 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION IN VISIT OF MAJOR GENERAL BILLY
THOMAS, COMMANDING GENERAL, US ARMY CECOM &
FORT MONMOUTH TO MONTREAL AND OTTAWA, APRIL
4TH - 6TH.

BRIEFINGS WERE GIVEN BY EXTOTT/TDU & NDHQ.MAJOR
GEN. THOMAS LEFT WITH CLEARER INDICA'N OF CDN.
CAPABILITIES & HAS SINCE SHOWN VERY ACTIVE SUP-
PORT FOR CNGNY'S PROMO'L ACTIVITIES AT CECOM
E.G.CDA DAY AT FT.MONMOUTH,WORKING GROUP MEETING

QUARTER: 1 PLANNING, ORGANIZATION AND PARTICIPATION IN
CANADA DAY AT FORT MONMOUTH, JUNE 30TH - TABLE
TOP DEFENCE SHOW TARGETTED AT BASE PERSONNEL.

OBJ. WAS TO RECRUIT 15 CDN PARTICIPANTS BUT
EVENT WAS OVERSUBSCRIBED WITH 18 CDN PARTICI-
PANTS.EXH. HAD EXPOSURE TO OVER 350 BASE PERSON-
NEL & POTENTIAL FOR CDA/US DVLPMT PROJECTS WERE
EXPLORED AND WILL BE PURSUED IN MONTHS AHEAD.

QUARTER: 1 FINALIZE COORDINATION AND PARTICIPATION IN
PROGRAM FOR CANADA-US SUBCONTRACTING CONFERENCE
IN TORONTO, MAY 17TH - 18TH.

EVENT ATTRACTED SOME 110 CDN. DEFENSE COMPONENT
MFTRS & 125 REPRESENTATIVES FM 80 MAJOR U.S.
MILITARY PRIME CONTRACTORS IN ONE AND ONE HALF
DAY SESSION IN TORONTO. FEEDBACK FM PARTICIPANTS
INDICATES THAT EVENT SHOULD BE REPEATED IN '89.

QUARTER: 2 Establishment of working group for the implem.
of the DDSP at U.S. Army Armament Research Dev.
and Engineering Centre (ARDEC), Picatinny
Arsenal, New Jersey

Inaugural working group mtg. was held on 19 July
accomp. by briefing to wide audience at ARDEC.
Sourcing mission will be scheduled in the fall
to allow chairman of DDSP group to become more
informed about Canadian capabilities

QUARTER: 3 -----

QUARTER: 4 -----