

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 : 618-MINNEAPOLIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED STATES OF AMERICA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
  
HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.  
  
PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/  
SUB-SECTOR.

ANTICIPATED RESULTS:

INCREASE NUMBER OF CANADIAN FIRMS QUALIFIED  
AS VENDORS AT HONEYWELL.

DEVELOP INCREASED INTEREST & NUMBER OF CDN  
FIRMS CONTACTING DEFENCE CONTRACTORS IN  
TERRITORY.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A) FOLLOW UP ON ELECTRONICS INVESTMENT SEMINARS  
B) HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE  
PRODUCTS DIVISION.

QUARTER: 2 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE  
SYSTEMS GROUP.

QUARTER: 3 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENSE  
SYSTEMS GROUP.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A) 2 FIRMS PARTICIPATING IN SEMINARS HAVE ANNOUNCED  
INTENTIONS TO INVEST IN CDN OPERATIONS. B) A  
NEW PROPOSAL FOR THE SEMINAR IS BEING SUBMITTED  
AT A HIGHER LEVEL IN HONEYWELL. CONTACT APPEARS  
RECEPTIVE TO PROPOSAL.

PROPOSAL FOR SEMINAR & SUPPORTING SETS OF  
LITERATURE HAVE BEEN GIVEN TO CO-CHAIRMAN OF  
HONEYWELL'S PROCUREMENT COUNCIL. PRESENTLY AWAITING  
RESPONSE.

PROPOSAL FOR SEMINAR HAS BEEN EVALUATED BY PRO-  
CUREMENT COUNCIL AT HONEYWELL WHICH INDICATED A  
PREFERENCE FOR A DIFFERENT FORMAT. A MISSION OF  
HONEYWELL TO CDA WILL BE PROPOSED IN THE APRIL-  
JUNE QUARTER 1988.