

REPORT 4
88/02/02

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

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POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 JOINT VENTURE AND SUB-CONTRACTING DISCUSSIONS
WITH LOCKHEED CORPORATION.

QUARTER: 2 NATO MARKETPLACE CONFERENCE.

QUARTER: 2 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS
AND SECOND DEFENCE PRODUCTION SECTOR REPORT.

QUARTER: 2 VISIT TO NATO BY BUSINESS COUNCIL ON NATIONAL
ISSUES.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST MET SEVERAL TIMES WITH LOCKHEED CORPORATION
EXECUTIVES TO IDENTIFY CANADIAN FIRMS CAPABLE OF
PARTICIPATING IN MAJOR NATO INFRASTRUCTURE
PROJECTS WITH LOCKHEED ON JV OR SUB-CONTRACT
BASIS.

POST IN CONJUNCTION WITH TDO PROMOTED ATTENDANCE
AT CONFERENCE AS MEANS OF WIDENING KNOWLEDGE
BASE ON NATO MARKET. TWELVE FIRMS PARTICIPATED.
SEPARATE REPORT WILL BE MADE ON OPPORTUNITIES
IDENTIFIED.

POST CONTINUED TO COORDINATE WITH DND/DEA/DRIE
ON EVOLVING SYSTEMS DEVELOPMENTS OPPORTUNITIES.
A SECOND REPORT ON HIGHLIGHTS OF DPS ACTIVITIES
WAS FORWARDED TO DND AND DEA.

POST PREPARED FULL PROG. FOR BCNI VISIT INCL.
MEETINGS WITH SEC.-GEN., CHIEF OF THE MILITARY
COMMITTEE & SACEUR. DELEGA'N BRIEF INCLD. LENGTHY
BRIEF ON DEF. SYSTS DEV. & BID OPPORTS. A MAJOR
PAPER ON DEV. OPPORTS WAS ALSO PREPARED AND