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 :619-ATLANTA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	PREPARE DIRECTORY OF MARKETING REPRESENTATIVES.	IMPROVED ACCESS TO DEFENCE PRIMES.
	ESTABLISH WORKING GROUP FOR JOINT DEVELOPMENT OF TRAINING AND SIMULATION PRODUCTS.	INCREASED PARTICIPATION IN ARMY & NAVY TRAINING AND SIMULATION PROJECTS.
	POST WILL ORGANIZE AND/OR PARTICIPATE IN SEVERAL PROMOTIONAL EVENTS DESIGNED TO INTRODUCE NEW COMPANIES TO THE MARKET.	DEVELOP NEW SALES REPRENTATION AND DIRECT BUYING CONTACTS FOR AT LEAST 10 COMPANIES. GENERATE NEW EXPORT SALES OF AT LEAST $2 MILLION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2	A. Canadian Aerospace Mission to Warner Robins Air Logistics Center and Textron Aerostructures	A. 16 Cdn. companies participated and reported estimated 12-month sales of $1.5 million.
QUARTER: 3	A. Participated in Defence Components Show. B. participated in Manufacturing Technology Advisory Group meetings.	A. 16 Canadian participants reported anticipated sales of $1 million over 12 months. B. 29 Canadian participants reported $1.7 million in 12 mo. anticipated sales and 1 new agent established.
QUARTER: 4	A) Organize incoming Defence Contractors Mission to Edmonton, Calgary and Vancouver B) Develop agenda for 1st Micom/Canada Working Group meeting C) Organize NASA briefing	A) Mission organized with 5 companies but postponed at request of Govt. of Alberta B) Agenda under preparation and meeting scheduled for early in new FY C) Briefing undertaken and follow-up under way.