REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :612-WASHINGTON

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC		
	MARINE SECTOR MARKETING IN CONJUNCTION WITH SPCC & CMIA INCREASE CDN SHARE ON SPCC MARKET $2 MILLION	
	DEVELOPMENT OF PRIME CONTRACTOR REQUIREMENT DATA BASE. PROVIDE 100 NEW OPPORTUNITIES TO QUOTE	
	DEVELOPMENT & UPDATING OF PRIME CONTRACTORS DATA BASE FOLLOW UP OF OPPORTUNITIES & ACHIEVE 20 NEW BUYING	CONNECTIONS.
ALL SUB-SECTORS		
	MONITOR,REPORT&LOBBY AGAINST PROT LEG&PROPOSED CHANGES IN	
	LOBBY SEN US OFF TO ASS IN THE MARK OF CDN DEF PROD IN USA	
	MONITOR&REPORT ON CHANGES IN US EXP CONT/TECH TRANS REGULAT	
	ASSIST CDN EXPORTERS TO MKT THEIR PROD TO DOD BY ARR.MKTG	
	INCR NUM OF SOLO CO MKTG PRESENT IN NEW EMBASSY.[SUBJ AVAIL] INTRODUCTION OF 15 TO 20 NEW COMPANIES PRODUCTS TO MARKET	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-Over 300 responses to Cdn industry and govt. -Five industrial technical presentations to DoD -Prime Contractors Database -ASO & DISC Mission to HiTech '89 -SPCC Competion Forum '89	-Providing access assistance in a most sophisticated market. -completion of Dbase and interviews commenced -ASO/DISC mission completed;new contacts -Trade fair participation;contracts resulted
QUARTER: 2	Of 284 queries,135 were from Cdn Industry;5 industrial presentation to DoD;mktg manual produced and prepared training course for TCs;participated in War Games&NADIBO;phase I Prime Contractors dbase completed;DGSC mission to Atlantic Cda	Queries split between access requests and contracting problems. successfully introduced 15 firms to DGSC requirements;submission of SF-129 and cage code applications by 10 medical equip. firms
QUARTER: 3	-----	
QUARTER: 4	-----	