

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 :606-LOS ANGELES

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

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

AEROSPACE

UPDATE OVERVIEW OF CDN COMPANY ACTIVITIES  
INCREASED POST & PRIME AWARENESS OF CDN ACTIVITIES

INCREASE LIAISON WITH LOCAL CHAMBERS  
IMPROVE STATISTICS BANK

ENCOURAGE CANADIANS TO USE MORE LOCAL REPS  
IMPROVE CAPTURE RATIO



TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1-Attend S.A.E. Aerotech '89 in Anaheim, and  
evaluate for viewpoint of future attendance.

1-Show is still marginal to unsatisfactory. Next  
year's venue returns to Long Beach and perhaps  
a brighter future.

QUARTER: 3 -----

QUARTER: 4 -----