

REPORT 4
88/03/21

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 : 603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUYER PROCUREMENT SEMINARS FOR SPECIFIC MAJOR U.S. CORP. AND INDUSTRIES. PREPARATION OF CSN CAPABILITY GUIDE TO MATCH SPECIFIC COMPANY AND INDUSTRY NEEDS TO BE DEVELOPED IN COOPERATION WITH DRIE.

INCREASED PURCHASING ACTIVITY DIRECTED TO SPECIFIC CDN COMPANIES LISTED IN THE POST/ DRIE DEVELOPED CAPABILITY GUIDE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST TO PARTICIPATE IN FOUR BUYER PROCUREMENT SEMINAR. A) WESTINGHOUSE VENDOR DAYS B) CANADA. US SUBCONTRACTORS CONFERENCE C) US/CANADA WORKING GROUP (WPAFB) D) ON-SITE REVIEW (WP)

A) 30 FIRMS MET WITH WESTINGHOUSE-7 PLANT TOURS ARRANGED. B) 75 FIRMS MET WITH 25 U.S. FIRMS. ON-SITE SALES \$102,000. C) NEUTRON DIFFRACTION COST-SHARED AGREEMENT SIGNED. D) 12 WRIGHT AERONAUTICAL LAB OFFICIALS VISITED CMC & CAE.

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CO-CHAIRING USAF ASD/CDA WORKING GROUP MEETING & SPOKE AT AIAC MEETING FOLLOWING ON WITH INDUSTRY CALLS. ORGANIZED DPSA BREAKFAST MEETING AT WHICH TDD SPOKE.

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