

REPORT 4
89/10/10

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 :608-NEW YORK, CONSULATE GENERAL 004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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INTRODUCTION OF EIGHT NEW COMPANIES TO CECOM AND ARDEC.

FIRMS WILL HAVE OPPORTUNITY TO BID ON UP-COMING PROJECTS, ESTIMATED TO BE VALUED IN EXCESS OF \$5 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION IN VISIT OF MAJOR GENERAL BILLY THOMAS, COMMANDING GENERAL, US ARMY CECOM & FORT MONMOUTH TO MONTREAL AND OTTAWA, APRIL 4TH - 6TH.

BRIEFINGS WERE GIVEN BY EXTOTT/TDU & NDHQ. MAJOR GEN. THOMAS LEFT WITH CLEARER INDICA'N OF CDN. CAPABILITIES & HAS SINCE SHOWN VERY ACTIVE SUPPORT FOR CNGNY'S PROMO'L ACTIVITIES AT CECOM E.G. CDA DAY AT FT. MONMOUTH, WORKING GROUP MEETING

QUARTER: 1 PLANNING, ORGANIZATION AND PARTICIPATION IN CANADA DAY AT FORT MONMOUTH, JUNE 30TH - TABLE TOP DEFENCE SHOW TARGETTED AT BASE PERSONNEL.

OBJ. WAS TO RECRUIT 15 CDN PARTICIPANTS BUT EVENT WAS OVERSUBSCRIBED WITH 18 CDN PARTICIPANTS. EXH. HAD EXPOSURE TO OVER 350 BASE PERSONNEL & POTENTIAL FOR CDA/US DVLPMT PROJECTS WERE EXPLORED AND WILL BE PURSUED IN MONTHS AHEAD.

QUARTER: 1 FINALIZE COORDINATION AND PARTICIPATION IN PROGRAM FOR CANADA-US SUBCONTRACTING CONFERENCE IN TORONTO, MAY 17TH - 18TH.

EVENT ATTRACTED SOME 110 CDN. DEFENSE COMPONENT MFTRS & 125 REPRESENTATIVES FM 80 MAJOR U.S. MILITARY PRIME CONTRACTORS IN ONE AND ONE HALF DAY SESSION IN TORONTO. FEEDBACK FM PARTICIPANTS INDICATES THAT EVENT SHOULD BE REPEATED IN '89.

QUARTER: 2 Establishment of working group for the implem. of the DDSP at U.S. Army Armament Research Dev. and Engineering Centre (ARDEC), Picatinny Arsenal, New Jersey

Inaugural working group mtg. was held on 19 July accomp. by briefing to wide audience at ARDEC. Sourcing mission will be scheduled in the fall to allow chairman of DDSP group to become more informed about Canadian capabilities

QUARTER: 3 Finalize arrangements & accompany Dr. Rubin, Chief Techn. Transfer, US Army Ardec, Dover, N.J. on a one week orientation mission to Canada. Aim of visit was to meet with Cdn defence cos with capabilities of interest to ARDEC.

Visit included calls on 10 def. electr. cos with techn. of potential interest to ARDEC. As a result of trip, several follow up visits are being arranged to ARDEC in 1989 & a number of unsolicited proposals will be submitted for evaluation

QUARTER: 4 Liaison with US Army ARDEC/CECOM to facilitate visit of companies which were seen by Dr. Rubin, Chief, Technology Transfer, US Army (ARDEC) on his visit to Canada Dec. 88

Co-ordinated visit of SPAR Aerospace to CECOM April 5th at which time SPAR gave briefing on company's capabilities in number of defence technologies.