

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 :435-COPENHAGEN

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

WORK W/DAN. GOVT & IND TO MINIMIZE IMPACT OF OFFSETS ISSUE.
CONTINUED SALES POSSIBILITIES

REG CALLS ON KEY DEC MAKERS IN DEFENCE.
TO MAINTAIN CDN MARKET SHARE IN FACE OF SEVERE DANISH DEFEN-

CE BUDGET SQUEEZE

FOLLOW UP TO DEFENCE PRODUCTS MISSION DEC.88
INTRODUCTION OF NEW CANADIAN SUPPLIERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Hi-Tech/Armx, Ottawa
- Paris Air Show

-Comm.Counsellor briefed 37 Cdn companies on prospects in Denmark. - Sales of \$2.9M during period were realized. - Comm.Counsellor attended & promoted sale of Dash 8 to Danish firm as well as identifying new tech transfer opportunities

QUARTER: 2 -Support to C-Tech in their bid for fixed sonars to Danish Navy.
-Address growing Danish concern over SNC Armaments slowness of uptake on offset.

-Met with Naval procurement and advised Cdn firm on revision of bid - resulted in contract going to C-Tech.
-Made representations to Danish authorities and accomp Cdn V-P on mtgs with DK Min & Fed of Ind.

QUARTER: 3 1) Follow up with C-Tech re offset obligations.
2) RFQ support to Tecmotiv and Leigh Instruments and follow up with Danish military on their behalf.

1) Referred a number of Danish firms to C-Tech
2) They are now in a better position to deal with Danish military.

QUARTER: 4 1.ISTC/ADIB offsets study - visit to Dk 13Mar
2.Assistance to Canadair (CL227), Bendix Avelex and Ballistech.
3. Follow-up to Defence Prods Mission Dec88.

1. Very positive exchange of views with our 2 key Dk offsets contacts.
2. Placed in contact w. appropri. military materiel officials/prospective reps. 3. Resulted in C-Tech contract to supply RDN with fixed sonars.