

REPT4D
89/12/12

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

56

POST :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 & HOW TO MAINTAIN MARKET SHARE

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

PROMOTE THE PRODUCTION OF NEW CANADIAN SUPPLIERS
DIVERSIFICATION OF EXPORT PRODUCT RANGE

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 -----

QUARTER: 3 -----

QUARTER: 4 -----