

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

Page 12

POST : 601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REVITALIZE CDA/ESD WORKING GROUP

ADVISING CANADIAN COMPANIES OF CBD ACTIVITY IN REGION.

ANTICIPATED RESULTS:

ENHANCE R. & D. OPPORTUNITIES IN COMMUNICATIONS AND ELECTRONICS.

MORE BIDS FROM CANADIANS ON U.S. MILITARY CONTRACTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HELD SEMI-ANNUAL CDA/ELECTRONIC SYSTEMS DIVISION WORKING GROUP MEETING.

QUARTER: 1 CANADA U.S. SUBCONTRACTORS CONFERENCE MONTREAL, CANADA JUNE 16-17, 1987.

QUARTER: 2 ORGANIZED SEMINAR AT HANSCOM AIR FORCE BASE ON ATALARS AND MICROWAVE LANDING SYSTEMS.

QUARTER: 3 ORGANIZED SEMI-ANNUAL CDA/US AIR FORCE ELECTRONICS SYSTEM DIVISION WORKING GROUP MEETING.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POSSIBLE SHARED DEVELOPMENT PROJECTS IDENTIFIED. GROUNDWORK LAID FOR BRIEFINGS ON AIR TRAFFIC CONTROL.

17 BUYERS FROM 6 DEFENCE PRIME CONTRACTORS IN THE NEW ENGLAND TERRITORY VISITED CDN MFRS IN MONTREAL FOR THE PURPOSE OF EXPANDING THEIR VENDOR BASE.

INTRODUCED CANADIAN COMPANIES AND PROMOTED CDN CAPABILITIES WITH TECHNICAL AND PROCUREMENT STAFF AT HANSCOM AFB.

MTG RESULTED IN IDENTIFICATION OF SUB-SECTOR WHERE CDN COS WILL BE BIDDING FOR R&D BUSINESS. US AIR FORCE AGREED TO CDN PARTICIPATION AT PHOTONICS BRIEFING AT ROME AIR FORCE BASE IN MARCH 88.