

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABRDAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 606-LOS ANGELES

UNITED STATES OF AMERICA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SPACE DIVISION WORKING GROUP MEETING BASIS
DEVELOPED FOR ESTABLISHMENT OF WORKING
GROUP.

DEFENSE WHITE PAPER BRIEFING: TO DEVELOP AWARE-
NESS OF AND SUPPORT FOR CANADIAN DEFENSE POLICY.
OVER 100 PRIORITY CONTACTS ATTENDED.

016-INDUSTRIAL MACHIN. PLANTS, SERV.
WOODWORKING MACHINERY, FURNITURE AND SUPPLY: TO
EXHIBIT AT KEY INDUSTRY SHOW.

10 COMPANIES PARTICIPATED, AND INITIAL RESULTS
INDICATE SIGNIFICANT BENEFIT INTERMS OF AWARE-
NESS OF CAPABILITY AND IMMEDIATE AND LONGER
TERM SALES AGREEMENTS.

005-COMM. & INFORM. EQP. & SERV
INTERFACE '87: TO EXHIBIT AT THE INTERFACE
TELECOMMUNICATIONS SHOW.

ALTHOUGH CANADIAN FIRMS FARED RELATIVELY WELL,
THE SHOW ITSELF FELL SHORT OF EXPECTATIONS.