

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 :610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ELECTRICAL & ELECTRONIC

DEVELOP BETTER CONTACTS W/BUYER IN THE VALLEY. U.S. DEFENCE WITH BETTER UNDERSTANDING OF LARGE BUYER NETWORK, POST CAN

BETTER ASSIST CDN EXPORTERS.

DEVELOP BETTER CONTACTS W/BUYERS IN CO & UT (TRW ELECTRONIC) AS ABOVE, & WORK W/CPYS TO MEET "INDUSTRIAL BENEFITS" OBLI-

GATIONS.

FURTHER EXPAND RELATIONSHIP W/FMC CORP IN SAN JOSE TO MEET SALES IN FABRICATED PRODUCTS

DEVELOP BETTER CONTACTS W/MCCLELLAND & HILL AFB'S INCREASED SALES & EXPAND CDN DEFENCE PRODUCTS SOURCED

UPDATE/EXPANSION OF CALIF BASED LOCAL REPS OF CDN DEF & ADV. EXPAND SCOPE OF EXCELLENT RESOURCE BOOK FOR US DEFENCE PRIME

CONTRACTORS.

DEV POST TERR NEWSLETTER TO IDENT NEW CDN DEF PROD & LOCAL TO EXPAND/EXPLORE MARKET OPPORTUNITIES THEREBY IDENTIFYING

NEW SALES

PURCHASE OF DATA QUEST MILITARY MARKET INFORMATION SERVICES GIVE UP-TO-DATE MARKET INFORMATION TO IDENTIFY NEW OPPORTU-

NITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Hill AFB Mission Canada/Seminars & Facilities
Tours 16-30 Sept 89

Met w/over 120 Cdn Defense products mfrs.
Follow-up will be on 3/6/12 mo schedule w/onus on Cdn manufacturers to begin source approval process.

QUARTER: 3 San Fran, and Santa Clara and Denver Satellite offices all initiated liaison visits to major aerospace and defense prime contractors.

Visits updated info on potential requirements for Canadian sub-contractors on existing but more to the point, future contracts now being bid. Assessment of U.S. Defense industry to U.S. & Cdn budget cuts also analyzed.

QUARTER: 4 CANADA-U.S. SUBCON III - TORONTO, MARCH 90

RECRUITED 10 CPYS FM U.S PRIMES IN N.CAL,UT & CO. AT LEAST 6 CONTRACTS ARE BEING NEGOTIATED & FOLLOW-UP IS UNDERWAY TO IDENTIFY OTHER OPPORTUNITIES. ESTABLISHED NEW CONTACTS AND DEVELOPING FUTURE VISITS FOR CDN SUBCONTRACTORS.