

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 :432-STOCKHOLM

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT TO WORK THROUGH DEFENCE RDP COMMITTEE
IDENTIFICATION OF NEW SALES OPPORTUNITIES

SUPPORT MFRS OF ASW EQUIPMENT IN PROCUREMENT PROCESSES.
INCREASED SALES.

SUPPORT MFRS OF ELECT. EQUIP IN MKT DEVELOPMENT.
INCREASED MARKET EXPOSURE

SUPPORT MFG OF BCW EQUIP IN MKT IDENTIFICATION
INCREASED SALES

INVITE HEAD OF SWED DFCE PRCRMT TO CDA FOR OFF. & IND. VSTS. PROFILE FOR CDN PRODUCTION CAPABILITIES
IMPROVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Canadian Exporters

Present to military procurement of antenna systems and GPS Systems

QUARTER: 2 -----

QUARTER: 3 Support Canadian manufacturers of protective clothing and equipment used in nuclear power plants. Provide agent with contacts.

Provided Herasco A/S Denmark with complete list of all product managers/purchasing officers in Swedish power plants. Danish company will visit and give demonstration of equipment to Sydkraft, Malmo in near future. Visited Danish co. in Dec.

QUARTER: 4 -----