

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :608-NEW YORK, CONSULATE GENERAL 004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

WHILE FAIRS AND MISSION PROGRAMMES FOR POST ARE JUST BEING STARTED, RESULTANT FOLLOW UP EFFORTS WITH PARTICIPANTS ARE EXPECTED TO CONTINUE FOR SOME TIME.

NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES.

POST PARTICIPATES IN HITECH CONFERENCE ON AN ANNUAL BASIS & PROVIDES GUIDANCE TO CANADIAN FIRMS WISHING TO ENTER DEFENCE MARKET HERE.

NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES.

POST WILL INCREASE LIAISON WITH DEFENCE CONTRACTORS RELATIVE TO ENSURING THEIR PARTICIPATION IN PLANNED EVENTS AND RAISING THEIR LEVEL OF AWARENESS AS TO CANADIAN CAPABILITIES.

BETTER RESPONSE TO SOLICITATIONS FOR FAIRS & MISSIONS PLUS INCREASED LEVEL OF BID OPPORTUNITIES FOR CANADIAN FIRMS.

THROUGH OUR MONITORING OF AWARDS OF MAJOR DEFENCE CONTRACTS TO FIRMS IN TERRITORY, WE WILL ENCOURAGE PROCUREMENT IDENTIFICATION VISITS TO CANADA IN THE STYLE OF WESTINGHOUSE AND RCA.

DEPENDING ON DRIE OFFICES ABILITY TO IDENTIFY NEW CANADIAN COMPANIES WORKING TO MIL SPEC AN EXERCISE SUCH AS DESCRIBED CD. INTRODUCE 6-10 NEW SUPPLIERS.

COUNSEL 30-40 CANADIAN SUPPLIERS ON ENTERING THE TERRITORY AEROSPACE DEFENCE MARKET.

ANTICIPATE INCREASED NUMBERS OF CDW. FIRMS WILL BE REQUESTED TO BID ON AEROSPACE PROJECTS.

ELECTRICAL & ELECTRONIC

UNDER AUSPICES OF NEWLY ESTABLISHED WORKING GROUP AT CECOM, FORT MONMOUTH, IDENTIFY SUITABLE PROJECTS TO BE PURSUED UNDER THE DEFENCE DEVELOPMENT SHARING PROGRAM (DDSP)

INCREASED PARTICIPATION OF CANADIAN FIRMS IN R & D PROJECTS AT CECOM LEADING TO CONTRACT AWARDS IN RANGE OF \$5MILLION IN NEXT 5 YEARS.

CONTINUE TO CALL ON SENIOR MILITARY AND CIVILIAN OFFICIALS (IN PARTICULAR NEW ARRIVALS) IN THE PROCUREMENT AND TECHNICAL DIRECTORATES TO BRIEF THEM ON CANADIAN CAPABILITIES.

IMPROVED ACCESS OF CANADIAN COMPANIES TO KEY DECISION MAKERS.

WORK WITH THE CANADIAN COMMERCIAL CORPORATION AND CECOM, FORT MONMOUTH TO ENSURE THAT COMPANIES WITH GOOD PROSPECTS ARE ON RESPECTIVE BIDDERS MAILING LISTS.

CANADIAN COMPANIES WITH APPROPRIATE TECHNOLOGIES, WILL BE WELL PLACED TO RECEIVE BID SETS THUS BECOMING AWARE OF NEW OPPORTUNITIES.

ESTABLISHMENT OF WORKING GROUP FOR THE IMPLEMENTATION OF THE DDSP AT U.S. ARMY ARMAMENT RESEARCH, DEVELOPMENT AND ENGINEERING CENTRE (ARDEC), PICATINNY ARSENAL, NEW JERSEY.

INCREASED AWARENESS OF CANADIAN FIRMS LEADING TO CONTRACT AWARDS IN RANGE OF \$2MILLION \$ IN 5 YEARS PERIOD.

ORGANIZATION OF VISIT OF MEMBERS OF THE NEWLY ESTABLISHED WORKING GROUP TO DEFENCE FACILITIES IN CANADA.

IDENTIFICATION OF CANADIAN COMPANIES WITH CAPABILITIES TO WORK ON JOINTLY FUNDED R & D PROJECTS.