

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

POST : 603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

BUYER PROCUREMENT SEMINARS FOR SPECIFIC MAJOR U.S. CORP. AND INDUSTRIES. PREPARATION OF CSN CAPABILITY GUIDE TO MATCH SPECIFIC COMPANY AND INDUSTRY NEEDS TO BE DEVELOPED IN COOPERATION WITH DRIE.

ANTICIPATED RESULTS:

INCREASED PURCHASING ACTIVITY DIRECTED TO SPECIFIC CDN COMPANIES LISTED IN THE POST/DRIE DEVELOPED CAPABILITY GUIDE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 POST TO PARTICIPATE IN FOUR BUYER PROCUREMENT SEMINAR. A) WESTINGHOUSE VENDOR DAYS B) CANADA US SUBCONTRACTORS CONFERENCE C) US/CANADA WORKING GROUP (WPAFB) D) ON-SITE REVIEW (WP)

QUARTER: 3

QUARTER: 4 A. USAF INDEPENDENT CONTRACTORS RESEARCH & DEVELOPMENT ON-SITE REVIEW TEAM.
B. HI-TEC 88

QUARTERLY RESULTS REPORTED:

A) 30 FIRMS MET WITH WESTINGHOUSE-7 PLANT TOURS ARRANGED. B) 75 FIRMS MET WITH 25 U.S. FIRMS. ON-SITE SALES \$102,000. C) NEUTRON DIFFRACTION COST-SHARED AGREEMENT SIGNED. D) 12 WRIGHT AERONAUTICAL LAB OFFICIALS VISITED CMC & CAE.

CO-CHAIRING USAF ASD/CDA WORKING GROUP MEETING & SPOKE AT AIAC MEETING FOLLOWING ON WITH INDUSTRY CALLS. ORGANIZED DPSA BREAKFAST MEETING AT WHICH TDD SPOKE.

A. VISITED 9 COMPANIES IN VANCOUVER AREA WHICH IS FIRST TIME FOR SUCH A VISIT.
B. 60 COMPANIES INTERVIEWED.