

REPORT 4
88/02/02

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

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POST :618-MINNEAPOLIS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.

PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/
SUB-SECTOR.

ANTICIPATED RESULTS:

INCREASE NUMBER OF CANADIAN FIRMS QUALIFIED
AS VENDORS AT HONEYWELL.

DEVELOP INCREASED INTEREST & NUMBER OF CDN
FIRMS CONTACTING DEFENCE CONTRACTORS IN
TERRITORY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOW UP ON ELECTRONICS INVESTMENT SEMINARS
B)HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE
PRODUCTS DIVISION.

A) 2 FIRMS PARTICIPATING IN SEMINARS HAVE ANNOUNCED
INTENTIONS TO INVEST IN CDN OPERATIONS. B)A
NEW PROPOSAL FOR THE SEMINAR IS BEING SUBMITTED
AT A HIGHER LEVEL IN HONEYWELL. CONTACT APPEARS
RECEPTIVE TO PROPOSAL.

QUARTER: 2 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE
SYSTEMS GROUP.

PROPOSAL FOR SEMINAR & SUPPORTING SETS OF
LITERATURE HAVE BEEN GIVEN TO CO-CHAIRMAN OF
HONEYWELL'S PROCUREMENT COUNCIL. PRESENTLY AWAITING
RESPONSE.

QUARTER: 3 -----

QUARTER: 4 -----