

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 : 605-DETROIT

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 COMPUTERIZE PROFILES OF USA GOV'T & DEFENCE
INDUSTRY CONTACTS, PROCUREMENT REQUIREMENTS &
POLICIES.

QUARTER: 3 DEVELOP & IMPROVE ON CONTACTS AT MAJOR DEFENCE
INSTALLATIONS.

QUARTER: 4 DEFENCE INITIATIVES BRIEFINGS IN SOUTH BEND AND
FORT WAYNE, INDIANA.

QUARTER: 4 TACTICAL VEHICAL CONFERENCE

QUARTER: 4 VISIT TO NAVAL AVIONICS CENTER. COMPLETE
RESEARCH FOR NEW EDITION OF TERRITORY
DEFENCE MARKET PROFILE.

QUARTERLY RESULTS REPORTED:

PROJECT 75% COMPLETE.

PAID INTRO VISIT TO NEW COMMANDING GENERAL OF
TACOM. ATTENDED ASSN OF US ARMY ANNUAL MEETING IN
WASHINGTON, DC. ESTABLISHED SIGNIFICANT NEW CON-
TACTS AT GENERAL DYNAMICS LAND SYSTEMS(GDLS).
PROPOSAL TO MT INCOMING PROCUREMENT MISSION

INTRODUCED OVER 20 KEY U. S. DEFENCE CONTRACTORS
TO IMPLICATIONS OF DD/DPSA'S AND FTA. IDENT-
IFIED ADDITIONAL PROSPECTS FOR CANADA/U. S. SUB-
CONTRACTING CONFERENCE II IN TORONTO MAY '88.

USED OCCASION TO INTRODUCE CANADIAN COMPANY
ATTENDEES TO IMPORTANT ARMY AND MARINE CORPS
CONTACTS. THREE REPORT SIGNIFICANT FOLLOW-ON
MEETINGS AND ONE MAJOR ORDER.

IDENTIFIED URGENT REQUIREMENT FOR BOMB RACKS FOR
U. S. NAVY AIRCRAFT. FORWARDED INFO TO CDN. IND-
USTRY. AT LEAST 2 COS BIDDING ON CURRENT RFP.
RESEARCH COMPLETED. DRAFT PROFILE PRINTED. OVER
100 COPIES DIST. AT HITEC '88 TO CDN IND. REPS.