REPT4D
90/01/23

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 :431-HELSINKI

004-DEFENCE PROGRAMS,PRODUCTS,SERV
FINLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.	
	LOCATE NEW POTENTIAL AGENTS FOR CDN DEFENCE PRODS SUPPLIERS. INCREASED PRESENCE OF CDN DEFENCE PROD: ENSURE THAT CDN CO.	ARE INVITED TO BID ON AT LEAST 2 NEW PROJECTS.
	DEFENCE PRODUCTS AND RELATED SERVICES REPORT. IMPROVE KNOWLEDGE OF FINNISH MARKET IN CANADA.	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Finland's Market Overview report prepared for participation in Hitec 89.	Extremely worthwhile to raise interest in this small but rich market.
QUARTER: 2	Demonstration of Canadian equipment organized by Canadian manufacturer and local agent.	Parties involved seemed to be interested.
QUARTER: 3	-----	
QUARTER: 4	-----	