

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 :606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

CONTINUATION OF LOCAL CO. INDUSTRY VISIT PGM.
ADVISE INDUSTRY OF CANADIAN CAPABILITY & PROGRAMS.

SUB-CONTRACTOR CONFERENCE
INTRO MAJOR PRIME CONTRACTORS.

INCREASE LOCAL REPRESENTATION

MAIL-OUT OF INDUSTRY VENDOR ACTIVITIES.
INTRO MAJOR PRIME CONTRACTORS.

OTHER DEFENSE PROD & SERV.

DDSP PROJECT WITH USAF SPACE DIVISION "FOCUS"
\$14M DEVELOPMENT CONTRACT AS CANADIAN SHARE. DOWNSTREAM

COMMAND BRIEFING TO NOSC/INDUSTRY VISITS
AWARENESS OF DDPS OPPORT. BY U.S. DEFENCE AGENCIES LEADING

BRIEFING ON DDSP TO NAVAL WEAPONS CTR., CHINA LAKE

BRIEFING ON DDSP TO BALLISTIC MISSILE OFFICE(NORTON AFB)

PRODUCTIONS ESTIMATE \$200M PLUS.

TO SHARED DEV. PROJ. & SUBSEQUENT PRODUCTION CONTRACTS.

AEROSPACE

DIRECT MAIL PROGRAM TO MAJOR U.S. FIRMS
INCREASED AWARENESS OF SUPPLIERS

UPDATE OVERVIEW REP OF US CONTACTS & MAIL TO CDM EXPORTERS
INCREASE CANADIAN AWARENESS

IMPROVE P.C. USE & USEFULLNESS
MORE INTELLIGENT USE OF EXISTING RESOURCES

REFINE CONTACT LIST & SOFTWARE
ENHANCE UTILITY & ACCURACY

SECTOR/SUB-SECTOR MARKET STUDY
CLEARER GUIDELINES FOR CANADIAN EXPORTERS