REPORT 4 88/10/21 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 612-WASHINGTON

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

AEROSPACE & MARINE

WORKING WITH NAVY & ASD WKG. GRP. & ADATS SUBCOMMITTEE TO IDENTI-FY JOINT DEVELOPMENT OPPORTUNITIES.

ENCOURAGE CAPABLE CON FIRMS TO COMPETE IN THIS MARKET THROUGH INDIVIDUAL COUNSELLING, GROUP SEMINARS, HI-TECH CONFERENCE, ETC.

MONITOR DEVELOPMENTS IN CONGRESS AND DOD AFFECTING CDN ACCESS TO US DEFENCE MARKET AND ATTEMPT TO ENSURE THAT CDN INTERESTS ARE ADEQUATELY CATERED

SERIES OF INDUSTRY PRESENTATIONS AT EMBASSY. (ONE OR MORE COMPANIES PER BRIEFING).

COMPREHENSIVE INVESTIGATION OF SPACE-RELATED R&D AND PROCUREMENT OPPORTUNITIES WITH NASA, DARPA & US AIR FORCE.

ARMAMENTS & VEHICLES

ESTABLISHMENT OF NEW DDSA WORKING GROUPS WITH MICOM, ARDEC, CRDC & BELVOIR RD CENTER.

CONTINUE TO WORK WITH MAJOR CANADIAN SUPPLIERS TO IDENTIFY AND SECURE MARKET ACCESS (EG. DIEMACO, BRISTOL, CANADAIR, CDC, GM, BOMBARDIER).

FOLLOW UP TO PRECISION GUIDED MISSILE STUDY.

SERIES OF INDIVIDUAL COMPANY PRESENTATIONS AT EMBASSY TO DOD OFFICIALS.

ELECTRICAL & ELECTRONIC

COMPLETION OF SEVERAL MAJOR ONGOING DDSA PROJECTS IN THIS AREA AND SIGNING UP OF ADDITIONAL NEW PROJECTS.

ESTABLISHMENT OF NEW DDSA WORKING GROUP WITH NATICK.

INDIVIDUAL COMPANY REPRESENTATIONS TO DOD OFFICIALS AT EMBASSY.

ANTICIPATED RESULTS:

INCREASED R&D PROJECTS LEADING TO EXPORT SALES, \$70 MILLION.

INCREASED EXPORT SALES, \$25 MILLION

CONTINUED ACCESS TO US DEFENCE MARKET.

R&D CONTRACTS AND INCREASED SALES, VALUE \$14 MILLION.

INCREASED R&D CONTRACTS AND SALES, VALUE \$70 MILLION.

INCREASED DDSA PROJECTS LEADING TO INCREASED SALES, VALUE \$70 MILLION.

INCREASED SALES, \$300 MILLION.

INCREASED SALES OF MISSILE COMPONENTS, \$250 MILLION.

INCREASED SALES, \$65 MILLION.

SIGNIFICANT EXPORT SALES, \$45 MILLION.

INCREASE IN DDSA PROJECTS LEADING TO INCREASED SALES. \$12 MILLION.

- TO INTRODUCE CANADIAN COMPANIES TO KEY CON-TACTS IN DOD. - INCREASED SLAES \$16 MILLION.