

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 : 603-CLEVELAND

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

BUYER PROCUREMENT SEMINARS FOR SPECIFIC MAJOR U.S. CORP. AND
INDUSTRIES. PREPARATION OF CSN CAPABILITY GUIDE TO MATCH SPECIFIC
COMPANY AND INDUSTRY NEEDS TO BE DEVELOPED IN COOPERATION
WITH DRIE.

ANTICIPATED RESULTS:

INCREASED PURCHASING ACTIVITY DIRECTED TO
SPECIFIC CDN COMPANIES LISTED IN THE POST/
DRIE DEVELOPED CAPABILITY GUIDE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 POST TO PARTICIPATE IN FOUR BUYER PROCUREMENT
SEMINAR. A) WESTINGHOUSE VENDOR DAYS B) CANADA. US
SUBCONTRACTORS CONFERENCE C) US/CANADA WORKING
GROUP (WPAFB) D) ON-SITE REVIEW (WP)

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A) 30 FIRMS MET WITH WESTINGHOUSE-7 PLANT TOURS
ARRANGED. B) 75 FIRMS MET WITH 25 U.S. FIRMS. ON-SI-
TE SALES \$102,000. C) NEUTRON DIFFRACTION COST-
SHARED AGREEMENT SIGNED. D) 12 WRIGHT AERONAUTIC-
AL LAB OFFICIALS VISITED CMC & CAE.