

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 : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

THROUGH DIRECT MAIL AND PERSONAL CONTACT AT HITEC, FARNBOROUGH  
ETC. PROMOTE AWARENESS IN CDN INDUSTRY OF SPECIALISED UK  
INDUSTRIAL CAPABILITIES RE DND PROCUREMENT REQUIREMENTS.

CDA/UK RDP STEERING COMMITTEE MEETING OF OCT 87 BY  
WORKING WITH UKMOD AND DESO ON ALL AGREED ACTION POINTS

UPDATE OF POST GUIDE ON DEFENCE PRODUCT SALES TO THE UK; REPORT  
ON CANADA/UK INDUSTRY-TO-INDUSTRY COLLABORATIVE VENTURES.

POST REPRESENTATION AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR 88)  
AND AT FARNBOROUGH 88 AIR SHOW SPONSORED BY AIR INDUSTRIES ASSOC.  
OF CANADA.

PARTICIPATE IN 88 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COM-  
MITTEE MEETING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN OTTAWA  
OCT 88.

ORGANISE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR  
HAND-PICKED UK AUDIENCE (EDO CANADA, URSEL, CAL, NORTEL ETC).

CONCLUSION OF INDUSTRIAL COOPERATION LINKS  
BETWEEN CDN AND UK FIRMS ON SUCH PROJECTS AS  
NSA, CASAP, TCCCS ETC

EXPAND NUMBER OF COLLABORATIVE PROJECTS UNDER  
CONSIDERATION AND IN PLAY TO INCLUDE WSPS  
MILITARY FLIGHT SIMULATORS, MCM CAPABILITY,  
ECT.

ENHANCED KNOWLEDGE ON PART OF CANADIAN DEFEN-  
CE INDUSTRY OF MARKET AND COLLABORATION PO-  
TENTIAL IN THE UK.

MEETINGS WITH SOME 75 CDN EXPORTERS SEEKING  
TO BOOST SALES TO UK AND INDUSTRY-TO-INDUSTRY  
COOPERATION.

STIMULATE UK INTEREST IN GREATER INTER-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON DE-  
FENCE R&D PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-  
CONTRACT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -FARNBOROUGH AIR SHOW; PROMOTIONAL SEMINARS AT  
CANADA HOUSE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-WORKED CLOSELY WITH AIAC ON ORGANIZATION OF  
FARNBOROUGH INTERNATIONAL AIR SHOW; SET UP  
CO-PROMOTION SEMINAR AT CANADA HOUSE FOR  
CANADIAN ASTRONAUTICS LTD.