

REPORT 4
89/10/10

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 :606-LOS ANGELES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 OUTGOING DEFENSE PRODUCTS TRADE MISSION TO SAN DIEGO AND PHOENIX DURING AIR/SPACE AMERICA. INCOMING U.S. TRADE MISSION TO VANCOUVER - EBCO AEROSPACE OPEN HOUSE.

15 NEW BUYING CONNECTIONS.
3 MAJOR NEW BUYING CONNECTIONS FOR CANADIAN FIRMS.

QUARTER: 2 -----

QUARTER: 3 Electronic Warfare Briefing at Old Crows Assn Exh. Attend Military Communications Conference (MILCOM). Briefings to Naval Ocean System Center (NOSC) Program Offices.

7 cos. part. & presented to 50 reps fm local ind. 25 trade inq. rec'd. Briefed 10 cos on Cdn capability in military commun'ns. 10 Cdn cos briefed on their activities & specific projs relevant to R&D areas of interest to NOSC.

QUARTER: 4 1- Host 10 small Cdn cos at exhibition & conference of American Institute of Aeronautics & Astronautics.
2- AFCEA Western Conference.

1- Only 4 cos attended, but slack was taken up by Airshow Cda presence. Attendance was down 50% this FY.
2- 8 cos new to military market place were introduced to prime contractors in territory.