

POST : 606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

PROVIDE A DATA BASE OF CANADIAN CAPABILITIES ON A DISKETTE FOR DISTRIBUTION.

IMPROVE U. S. ACCESS TO DATA

PROMOTING CANADIAN DEFENCE R & D CAPABILITY TO U. S. DEFENCE INDUSTRY.

IMPROVE PENETRATION HIGH TECH SALES.

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IMPROVE PENETRATION HIGH TECH SALES.

PUBLISH A "GUIDE TO SELLING DEFENCE PRODUCTS IN S. CALIFORNIA".

BETTER INFORMED CDN INDUSTRY ON LOCAL REPRESENTATION, ETC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SPACE DIVISION WORKING GROUP MEETING  
BASIS DEVELOPED FOR ESTABLISHMENT OF WORKMANSHP  
GROUP.

DEFENCE WHITE PAPER BRIEFING  
TO DEVELOP AWARENESS OF AND SUPPOUR FOR CDN DEF-  
ENCE POLICY OVER 100 PRIORITY CONTACTS ATTENDED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 PUBLISH' GUIDE TO SELLING DEFENSE PRODUCTS IN  
U. S. A.

PROJECT COMPLETED AND 1250 COPIES DISTRIBUTED TO  
SENIOR CONTACTS.

QUARTER: 4 PROVIDE DATABASE ON DISKETTE TO KEY CONTACTS.

DATABASE IS NOT YET AVAILABLE IN AN APPROPRIATE  
FORMAT.