

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :605-DETROIT

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION  
INCREASED SUBCONTRACTING OPPORTUNITIES FOR CDN COMPANIES

I.D. & RECOMMEND POTENTIAL INT. DEV. PROJECTS  
ADDITIONAL OPPORTUNITIES FOR CDN PARTICIPATION IN U.S. R & D

INCREASE AWARENESS OF DDSA, OPSA AND CDN INDUSTRIAL CAPAB.  
ADDITIONAL SALES OPPORTUNITIES.

PROGRAM TO EXHIBIT CDN VEHICLES PRODUCT & TECHNOLOGY  
ENHANCED AWARENESS OF CDN PRODUCTS & CAPABILITIES. AD-

PROJECTS & SUBSEQUENT PRODUCTION.

DITIONAL JOINT DEVELOPMENT POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 General Dynamics Land Systems Division Bidders  
Conference, Troy, Michigan.

Discussions with Canadian company repre-  
sentatives in attendance. Introduction of  
company reps to GDLS personnel and to program  
office Abrams Tank System.

QUARTER: 3 a) Participation in AUSA Conf, WSHDC, 16-18 Oct.;  
b) Visit to NAC, NWSC & defence industries in  
Indiana, Dec. 89.

a) Met with Cdn exhibitors & visitors, explored  
subcontracting opportunities with U.S. prime  
contractors; b) Toured facilities & explored  
opportunities for Cdn contractors & sub-  
contractors.

QUARTER: 4 a) Attended Tactical Vehicles Conference,  
Monterey, CA., 30Jan-01Feb90; b) Participated in  
Subcon III, Toronto, 06-08 March 90.

a) Met with Canadian exporters and reps from  
U.S. prime contractors. Received updated program  
briefings; b) 19 reps of U.S. primes attended  
from territory. Meetings between Cdn sub-  
contractors and U.S. primes due contract signed.