

REPT4D  
90/06/26

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

57

POST :348-KUWAIT

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

HITEC FOLLOW UP CONTINUES  
INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF

OPPORTUNITIES.

ATTEND HITEC 89 - SCHEDULED FOR MAY 89  
MORE COMPANIES PURSUING PROSPECTS IN GULF

UPDATE DEFENCE/SECURITY REPORT  
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Attend Hitec 89  
Identify specific opportunities and report in  
timely manner  
Follow up on selected projects

QUARTER: 2 Defence report.

QUARTER: 3 Encourage Canadian exporters to visit and follow  
up on their marketing efforts.

QUARTER: 4 Encourage Canadian exporters to visit and  
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QUARTERLY RESULTS REPORTED:

Post attended Hitec/ARMX which was useful exerci  
se to follow-up with key Cdn contacts & encoura-  
ge new cos to pursue opportunities in Gulf.  
MDA Radar opportunities. - F-18 flight simulator  
for Kuwait Air Force was focus of our activities

Finalized September 30, 1989.

Potential,CAE F-18 flight simulator sales to  
Kuwait required considerable activity at senior  
levels.

Calian may provide F18 management assistance to  
Kuwait Air Force.  
Bristol Aerospace will conduct CRV-7 test firing  
for Kuwait Air Force.