REPT4D
90/04/05

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 :612-WASHINGTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

MARINE SECTOR MARKETING IN CONJUNCTION WITH SPCC & CMIA
INCREASE CDN SHARE ON SPCC MARKET $2 MILLION

DEVELOPMENT OF PRIME CONTRACTOR REQUIREMENT DATA BASE.
PROVIDE 100 NEW OPPORTUNITIES TO QUOTE

DEVELOPMENT & UPDATING OF PRIME CONTRACTORS DATA BASE CONNECTIONS.
FOLLOW UP OF OPPORTUNITIES & ACHIEVE 20 NEW BUYING

ALL SUB-SECTORS

MONITOR,REPORT&LOBBY AGAINST PROT LEG&PROPOSED CHANGES IN

LOBBY SEN US OFF TO ASS IN THE MARK OF CDN DEF PROD IN USA

MONITOR&REPORT ON CHANGES IN US EXP CONT/TECH TRANS REGULAT

ASSIST CDN EXPORTERS TO MKT THEIR PROD TO DOD BY ARR.MKTG

INCR NUM OF SOLO CO MKTG PRESENT IN NEW EMBASSY.[SUBJ AVAIL]
INTRODUCTION OF 15 TO 20 NEW COMPANIES PRODUCTS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Over 300 responses to Cdn industry and govt.
-Five industrial technical presentations to DoD
-Prime Contractors Database
-ASO & DISC Mission to HiTech '89
-SPCC Competion Forum '89

-Providing access assistance in a most sophisticated market.
-completion of Dbase and interviews commenced
-ASO/DISC mission completed;new contacts
-Trade fair participation;contracts resulted

QUARTER: 2 Of 284 queries,135 were from Cdn Industry;5 industrial presentation to DoD;mktg manual produced and prepared training course for TCs;participated in War Games&NADIBO;phase I Prime Contractors dbase completed;DGSC mission to Atlantic Cda

Queries split between access requests and contracting problems.
successfully introduced 15 firms to DGSC requirements;submission of SF-129 and cage code applications by 10 medical equip. firms