REPORT 4 88/10/21

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 : 602-CHICAGO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

AEROSPACE & MARINE

CONTINUED FOLLOW UP WITH PARTICIPANTS IN POST INITIATED AEROSPACE SEMINAR HELD IN ST. LOUIS IN DECEMBER 1985.

PARTICIPATE ACTIVELY IN DEA/AVSCOM DDSP JOINT WORKING GROUP

DEVELOP DEFENSE INDUSTRIAL PROCUREMENT LIST TO INCLUDE SUBCONTRA-CTOR SOURCING REQUIREMENTS IN ST. LOUIS AREA.

TO ORGANIZE AN INCOMING AVSCOM SURVEY MISSION TO TORONTO, MONTREAL MAY 1988.

TO ORGANIZE COMPETITION ADVOCATES SEMINARS/INCOMING FEBRUARY'89, OUTGOING SEPTEMBER'88.

ARMAMENTS & VEHICLES

IDENTIFY AND EVALUATE OPPORTUNITIES FOR CANADIAN SUPPLIERS TO DEAL WITH SUBCONTRACTORS.

DEVELOP CLOSE WORKING RELATIONSHIP WITH MILITARY COMMANDS TO ENSURE PERSONNEL ARE AWARE OF CANADIAN CAPABILITIES AND PRODUCTS AND TO FOLLOW UP ON BEHALF OF CANADIAN COMPANIES.

PRODUCE SUMMARY OF PROJECT AND EQUIPMENT REQUIREMENTS ON A

ELECTRICAL & ELECTRONIC

LIAISE WITH MILITARY COMMANDS IN TERRITORY TO DETERMINE POTENTIAL INCREASE EFFORTS TO IDENTIFY AND EVALUATE OPPORTUNITIES TO SUPPLY SUBCONTRACTORS.

OTHER DEFENSE PROD & SERV.

CONTINUED LIAISON WITH RELEVANT MILITARY COMMANDS.

PRODUCE "GUIDE TO THE U.S. MILITARY MARKET IN THE U.S." FOR CANADIAN EXPORTERS.

ANTICIPATED RESULTS:

3 INCREMENTAL BUYING CONNECTIONS/ \$5 MILLION

TO IDENTIFY AND SECURE \$25 MILLION IN NEW DDSP PROJECTS OVER 5 YEARS.

TO ESTABLISH 5 BUYING CONNECTIONS LEADING TO \$5 MILLION PER YEAR.

TO ESTABLISH 3 NEW BUYING CONNECTIONS.

TO INCREASE BUYER AWARENESS

FIVE BUYING CONNECTIONS TO LEAD TO \$5 MILLION INCREMENTAL EXPORT SALES.

INCREASE POTENTIAL FOR SALES AND PROVIDE FEEDBACK TO CANADIAN COMPANIES

INCREASE CANADIAN AWARENESS OF OPPORTUNITIES VIA WIDE DISTRIBUTION IN CANADA.

INCREASED AWARENESS OF CANADIAN CAPABILITY.

FIVE BUYING CONNECTIONS RESULTING IN \$3 MILLION IN SALES.

IMPROVE ACCESS FOR CANADIAN SUPPLIERS.
INCREASE POTENTIAL FOR SALES.