QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
A DEFENSE MARKET STUDY WAS MADE IN 1986. WE ARE IN THE PROCESS OF FOLLOWING UP SPECIFIC OPPOTUNITIES WITH INDIVIDUAL COMPANIES.	ENHANCED RECRUITMENT FOR UPCOMING AFCEA SHOW. INCREASED BIDDING ON MND CONTRACTS BY CDN COMPANIES.
DEVELOPING FURTHER INVENTORY OF SUITABLE AGENTS AND CONTINUE TO DEVELOP CLOSER CONTACT WITH EXISTING AGENTS.	SUPPORT AN UPCOMING MISSION OF AGENTS TO CDA DURING HI-TECH. MORE AGENT AGREEMENTS WITH CANADIAN COMPANIES.
CONTINUE TO ENCOURAGE THE ROK TO PROCURE CND DEFENSE PRODUCTS AS MEANS OF REDRESSING IN PART THE TRADE IMBALANCE.	IMPROVE CLIMATE FOR CANADIAN DEFENSE SALES.
CATALOGUE AND VIDEO TAPE PRESENTATION OF CANADIAN DEFENSE PRODUCTS IN NEW TRADE CENTER.	ENCOURAGE INTEREST AMONG MILITARY AND AGENTS IN CANADIAN DEFNESE CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL DEFENCE TEAM HEADED BY M. GENERAL	EXPOSED KEY KOREAN MILITARY TO CDN CAPABILITIES. AS A RESULT KOREA DEF. IND. ASS. WILL SEND FOLLOW UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DEMONSTRATION FOR ASW EQUIP. TO BE INSTALLED ON DASH 8 FOR ROK NAVY TOOK PLACE IN EMB. NEW T. CENT
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	