

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 : 618-MINNEAPOLIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.

PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/
SUB-SECTOR.

ANTICIPATED RESULTS:

INCREASE NUMBER OF CANADIAN FIRMS QUALIFIED
AS VENDORS AT HONEYWELL.

DEVELOP INCREASED INTEREST & NUMBER OF CDN
FIRMS CONTACTING DEFENCE CONTRACTORS IN
TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A) FOLLOW-UP ON ELECTRONICS INVESTMENT SEMINARS.
 B) HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFEN-
 CE PRODUCTS DIVISION.

QUARTERLY RESULTS REPORTED:

A) 2 FIRMS PARTICIPATING IN SEMINARS HAVE ANNOUN-
CED INTENTIONS TO INVEST IN CDN OPERATIONS.
B) A NEW PROPOSAL FOR THE SEMINAR IS BEING SUB-
MITTED AT A HIGHER LEVEL IN HONEYWELL. CONTACT
APPEARS RECEPTIVE TO PROPOSAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----