

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

9

POST :601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ELECTRICAL & ELECTRONIC

NEW BULLETIN  
BROADER INFORMATION ON NEW ENGLAND MKT FOR CDA FIRMS.

PROMOTE CDN ROLE IN ADI  
GAIN GREATER ACCESS TO USAF RAND D BUDGET

COMPANY PROSPECTING IN WESTERN CANADA  
FIND 10 NEW FIRMS FOR MKT..

FOLLOW-UP NB & ATL. DEF MISS W/INCOMING BUYERS MISSIONS  
ESTABLISH FIRM RELATIONSHIP FOR 10 COMPANIES IN MKT.

SUB-SECTOR:AEROSPACE

FOLLOW-UP TO SUB-CONTRACTORS II CONFERENCE  
BETWEEN \$500,000 & \$1 MILLION BUSINESS INFLUENCED.

FOLLOW-UP TO NB DEFENCE MISSION  
INTRODUCE 3 NEW FIRMS TO MKT.

START QUARTERLY DEFENCE REPORT  
PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT

EXPORTERS.

INCREASE FREQUENTLY OF VISITS TO PRIME DEFENCE CONTRACTORS  
PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT

EXPORTERS.

RECRUIT 10 NEW FIRMS FOR SUB-CONTRACTORS III CONFERENCE  
GENERATE 5 NEW BUSINESS RELATIONSHIPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Commence Quarterly Defence Bulletin  
- Participate in ARMX/Hitech, RADC Industry Days  
- Followup with Natick (US Army) DDSA Working Group

- Reoriented Annual Defence Bulletin to more timely quarterly format. Produced & circulated bulletin to 500 Cdn firms. - Cochaired first Natick (US Army) DDSA working group meeting. Substantive contacts finally in process.

QUARTER: 2 1. Quarterly Defence Bulletin.

1. Produced and mailed to 500 Canadian suppliers.