

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

57

POST :348-KUWAIT

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

HITEC FOLLOW UP CONTINUES
INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF

OPPORTUNITIES.

ATTEND HITEC 89 - SCHEDULED FOR MAY 89
MORE COMPANIES PURSUING PROSPECTS IN GULF

UPDATE DEFENCE/SECURITY REPORT
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Attend Hitec 89
Identify specific opportunities and report in
timely manner
Follow up on selected projects

QUARTER: 2 Defence report.

QUARTER: 3 Encourage Canadian exporters to visit and follow
up on their marketing efforts.

QUARTER: 4 Encourage Canadian exporters to visit and
follow up on their marketing efforts.

QUARTERLY RESULTS REPORTED:

Post attended Hitec/ARMX which was useful exerci
se to follow-up with key Cdn contacts & encoura-
ge new cos to pursue opportunities in Gulf.
MDA Radar opportunities. - F-18 flight simulator
for Kuwait Air Force was focus of our activities

Finalized September 30, 1989.

Potential,CAE F-18 flight simulator sales to
Kuwait required considerable activity at senior
levels.

Calian may provide F18 management assistance to
Kuwait Air Force.
Bristol Aerospace will conduct CRV-7 test firing
for Kuwait Air Force.