

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 : 618-MINNEAPOLIS

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ELECTRICAL & ELECTRONIC	
	PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/ SUB-SECTOR.	DEVELOP INCREASED INTEREST AND NUMBER OF CDN FIRMS CONTACTING DEFENCE CONTRACTORS IN TERRITORY.
	HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.	CURRENT DISCUSSIONS INDICATE A PREFERENCE BY HONEYWELL FOR AN INCOMING MISSION WHICH WILL ID ADDITIONAL QUALIFIED VENDORS.
	CONDUCT CORPORATE LIAISON TYPE CALLS WITH PRIME CONTRACTORS AND SUB CONTRACTORS IN TERRITORY.	INCREASE AWARENESS OF DEFENCE CONTRACTORS IN CANADIAN CAPABILITIES FOR THE SECTOR.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	RECRUIT FOR SUBCONTRACTING CONFERENCE II, TORONTO, ONTARIO, MAY 17-18, 1988.	SUCCESSFULLY RECRUITED 12 PROCUREMENT AND ENGINEERING PERSONNEL FM FMC CORP., HONEYWELL, ROCKWELL INTL. (COLLINS RADIO DIV.), AND UNISYS. FOLLOW-UP DISCUSSION WITH CONTACTS INDICATE CONFERENCE II WAS A SUCCESS.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

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UNITED STATES OF AMERICA

FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN