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:

FIRMS CONTACTING DEFENCE CONTRACTORS IN

ID ADDITIONAL QUALIFIED VENDORS.

CANADIAN CAPABILITIES FOR THE SECTOR.

DEVELOP INCREASED INTEREST AND NUMBER OF CDN

CURRENT DISCUSSIONS INDICATE A PREFERENCE BY HONEYWELL FOR AN INCOMING MISSION WHICH WILL

INCREASE AWARENESS OF DEFENCE CONTRACTORS IN

14

ELECTRICAL & ELECTRONIC

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

HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.

CONDUCT CORPORATE LIAISON TYPE CALLS WITH PRIME CONTRACTORS AND SUB CONTRACTORS IN TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 RECRUIT FOR SUBCONTRACTING CONFERENCE II, TORONTO, ONTARIO, MAY 17-18, 1988.

QUARTER: 2 -----

QUARTER: 3 -----

FOLLOW MEDICAL MERLING FROM INDUSTRY VISITS, DIRECT MAIL CAM-PAION MUD REDICAL ALLEY REETING & RECENTION HELD NOV 12, 1987 AT

COMM & INFORM EAR & BLEV HOLP & MEDICAL EQUIP. INSTRUM FOLLOW-UP ON LEADE FESHIIND FROM INDUSTRY VIEITS, DIRECT MAIL CAM-PAIGN AND MEDICAL ALLEY MEETING & RECEPTION HELP NOV. 12. 1987 AT

UNO: ACTIVITIES PROPOSED IN POST PLAN

QUARTERLY RESULTS REPORTED:

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.

5 SERIOUS INVESTIGNT INOUTRIES

5-10 SER LOUS INVESTMENT OF TECHNOLOGY TRANSFER INGUIRIES

7-10 SER IOUS INVESTMENT OR TECHNOLOGY TRANSFER INGUIRIES

WHITCHEVIED REEFFIC

TERRITORY.

LOBECAST OF KEY INVESTMENT ACTIVITIES MOD ANTICIPALED RESULTS STATE IN ALLESION'S ANTAL PLAN