

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

POST :619-ATLANTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PREPARE DIRECTORY OF MARKETING REPRESENTATIVES
IMPROVED ACCESS TO DEFENCE PRIMES

EST. WORKING GROUP FOR JOINT DEV'T OF TRAINING/SIMULATION
INCREASED PARTICIPATION IN ARMY & NAVY TRAINING AND

CALLS TO MADE ON MILITARY COMMANDS IN TERRITORY
UNCOVER NEW OPPORTUNITIES FOR PRODUCTION AND DEVELOPMENT

PREPARE BRIEF-US DEFENCE PRIME CONTRACTORS ON TRADE DOCUMENT
RELIEVE IRRITANTS FOR MAJOR U.S.A. CONTRACTORS

WORKSHOP "HOW TO PREPARE PROF. DEFENCE CONTRACT PROPOSALS."
REDUCE PRIME CONTRACTOR PROBLEMS IN DEALING WITH CDN

SIMULATION PROJECTS

SHARING

(EG. E-SYSTEMS)

SUPPLIERS, THEREBY INCREASING CDN COMPONENT EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Meeting of Canada/U.S. Army Missile Command
working Group.
2. Two officers attended Hitec '89

1. Established permanent Working Group to review
projects for DDSA.
2. Interviewed approx 70 Cdn firms and working
with 10 to develop manufacturers reps.

QUARTER: 2 1.Canadian Simulation and Training Devices
Exhibition, Orlando.
2.Follow-up on MICOM Working Group meeting.
conductivity with US Navy.

1.16 Cdn. companies demonstrated capabilities to
USN and private sector.
2.Established program for 2nd MICOM WG meeting
in Canada and for "Canada Day" at MICOM.
3.Project proposal being prepared.

QUARTER: 3 Post Officer accompanied CDN Marconi to Raytheon
in Tn. and was successful in reversing refusal
of Raytheon to let CDN Marconi on bidders list.
Post officer took SCI Technology of Alabama on
msn. to CDA and arranged meeting with CDN Marcon

CDN Mar. was second lowest bidder on contract for
USD\$ 4.2 mil of printed circuit boards and will
be in position to bid on future buys.at Raytheon.
AS result of meeting CDN Mar. has submitted bid
to SCI on contract valued at USD\$ 1.6.

QUARTER: 4 1. Incoming mission of 13 Cdn coys to MICOM.
2. 11 defence prime contractors attended
Subcontractors III Conference

1. 2 companies in active pursuit of contracts.
2. 3 follow-up visits by Cdn suppliers have
taken place to date and 60 sourcing contacts
were made by u.s. primes.