

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 601-BOSTON

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

REVITALIZE CDA/ESD WORKING GROUP

ADVISING CANADIAN COMPANIES OF CBD ACTIVITY IN REGION.

ANTICIPATED RESULTS:

ENHANCE R. & D. OPPOTURNITIES IN COMMUNICA-
TIONS AND ELECTRONICS.

MORE BIDS FROM CANADIANS ON U.S. MILITARY
CONTRACTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HELD SEMI-ANNUAL CDA/ELECTRONIC SYSTEMS DIVISION
WORKING GROUP MEETING.

QUARTER: 1 CANADA U.S. SUBCONTRACTORS CONFERENCE MONTREAL
, CANADA JUNE 16-17, 1987.

QUARTER: 2 ORGANIZED SEMINAR AT HANSCOM AIR FORCE BASE ON
ATALARS AND MICROWAVE LANDING SYSTEMS.

QUARTER: 3 ORGANIZED SEMI-ANNUAL CDA/US AIR FORCE ELEC-
TRONICS SYSTEM DIVISION WORKING GROUP MEETING.

QUARTER: 4 IN EFFORT TO EXPAND PARTICIPATION BY ATLANTIC
PROVINCES COMPANIES INTO NEW ENGLAND POST SPON-
SORED SOLO DEFENCE SHOW FOR NEW BRUNSWICK FIRMS
TO BOSTON.

QUARTER: 4 CONTINUED EFFORT TO PROMOTE CANADIAN BUSINESS
PROSPECTS WITH U.S. MILITARY UNDER DEFENCE DEVE-
LOPMENT SHARING PROGRAM.

QUARTERLY RESULTS REPORTED:

POSSIBLE SHARED DEVELOPMENT PROJECTS IDENTIFIED.
GROUNDWORK LAID FOR BRIEFINGS ON AIR TRAFFIC CO-
NTROL.

17 BUYERS FROM 6 DEFENCE PRIME CONTRACTORS IN
THE NEW ENGLAND TERRITORY VISITED CDN MFRS IN
MONTREAL FOR THE PURPOSE OF EXPANDING THEIR VEN-
DOR BASE.

INTRODUCED CANADIAN COMPAIES AND PROMOTED CDN
CAPABILITIES WITH TECHNICAL AND PROCUREMENT
STAFF AT HANSCOM AFB.

MTG RESULTED IN IDENTIFICATION OF SUB-SECTOR
WHERE CDN COS WILL BE BIDDING FOR R&D BUSINESS.
US AIR FORCE AGREED TO CDN PARTICIPATION AT
PHOTONICS BRIEFING AT ROME AIR FORCE BASE IN
MARCH 88.

N.B. COS PARTICIPATED IN 4 DAY "INTERTEK" MISSION.
PROGRAM ORGANIZED IN CLOSE COOPERATION WITH N.B.
DEPT. OF COMMERCE/TECHN, WITH SUPPORT OF DRIE
MNCTN. POST INITIATED NTS SUPPORT \$50,000. PRE-
LIMINARY RESULTS INDICATE EXPOSURE ACHIEVED,

*8 COS BROUGHT TO USAF BRIEFINGS ON LEADING EDGE
PHOTONICS TCEHN. FOLLOW-UP STILL IN PROGRESS. *4
COS BROUGHT TO USAF BRIEFINGS ON SDI/ADI. PARTI-
CIPATION OF CDN BRIEFER ARRANGED. FOLLOW-UP IN
PROGRESS. *INITIAL MTG OF CDA/US ARMY NATICK