

REPT4D  
90/01/23

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 :608-NEW YORK, CONSULATE GENERAL

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

IDENTIFY, INTRODUCE & SUPPORT CDN COMP WITH CAPABILITY TO  
IF PROPER MATCH IS OBTAINED BUSINESS IN RANGE OF US \$110 M

CONT TO CALL ON SR. MILITARY & CIVILIAN OFFICIALS [IN PARTIC  
IMPROVED ACCESS OF CDN COMPANIES TO KEY DECISION MAKERS

WORK WITH THE CDN COMM CORP & CECOM, FORT MONMOUTH TO ENSURE  
CDN COMP WITH APPROPRIATE TECH WILL BE WELL PLACED TO RECEIVE

UNDER AUSPICES OF NEW ESTAB WORK GROUP AT ARDEC, PICATINNY  
INCREASE PARTICIPATION OF CDN FIRMS IN R & D PROJ AT ARDEC

WORK WITH CECOM PROCUREMENT DIRECTORATE TO IDENTIFY 20 COMP  
BUDGET FOR SPARES IS QUITE SUBSTANTIAL & ONE CAN ANTICIPATE

AEROSPACE

CONT LIAISON PROG WITH LOCAL DEFENCE CONTR TO PROM BENEFITS  
NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES

PARTICIPATE IN HIGH TECH CONF TO PROVIDE GUIDE TO NE EXPRTRS  
NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES

IDENT. & ACTIVATE A PROG OF LIAISON VIS.; AMONG 2ND TIER DEF.  
EXTEND MKT POTENTIAL FOR CDN DEFENCE PARTICIPANTS BEYOND TRAD

MONITOR AWARDS & ENCOURAGE RECIPIENTS OF MAJ NEW CONTR TO  
INCREASE PARTICIPATION BY CDN FIRMS IN NEW PROGRAMS

OVER 3-6 YR PERIOD WILL BE GENERATED.

BID SETS, THUS BECOMING AWARE OF NEW OPPORTUNITIES.

LEAD TO CONTRACT AWARDS IN RANGE OF \$5M IN NEXT 5 YEARS

BUS. IN THE RANGE OF US\$3M CLD BE GENERATED OVER 3YR PERIOD.

-ITIONAL PRIME CONTR LEVEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Coordinate U.S. Army Communications Electronics  
Command (CECOM)/Defence Development Working  
Group Meeting, May 31-June 2, Ottawa.  
-Met with reps. of TDP & Toronto regional office  
to plan Subcontractor Conference III.

QUARTER: 2 A.F.C.E.A. Trade Show, Fort Monmouth  
(Defence Electronics Sub-Sector)

Introduced three new companies to C.E.C.O.M.  
buyers and engineers

QUARTER: 3 -----

QUARTER: 4 -----