

POST : 423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DEFENCE TRADE/INVESTMENT MISSION TO CANADA, SPRING 86

IDENTIFICATION OF REPRESENTATIVES AND COMPANY BUYING CONNECTIONS

SURVEY OF MARKET POSSIBILITIES FOR SECURITY RELATED PRODUCTS.

LONGER RANGE IDENTIFICATION OF MAJOR DEFENSE PROJECTS.

JOINT VENTURES, TECH TRANSFER, BUYING CONNEC-  
TIONS.

INCREASE IN TRADE OPPORTUNITIES.

IDENTIFICATION OF OPPORTUNITIES TO PENETRATE  
MARKET.

EARLY CORPORATE LINKAGES IN R & D PHASE. WILL  
IMPROVE ABILITY TO B & D AND SUCCEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) FOLLOW-UP ON HITEC '87 INITIATIVES  
(B) SURVEY OF SECURITY EQUIPMENT PRODUCTS AND  
SECURITY SHOW IN ESSEN  
(C) FOLLOW-UP ON OCTOBER '86 RDP

(A) VISITS OF 7 CDN DEFENCE COS IN APRIL & MAY  
MARKETING ITINERARIES ARRANGED WITH BWB, GMOD &  
DEFENCE COS. (B) VISIT TO SECURITY SHOW AUTHORI-  
TIES, ESSEN. (C) VISIT OF CRAD TO FOSTER R & D CO-  
OPERATION.

QUARTER: 2 A) FINALIZATION OF CL-289 MOU APPROVALS LEADING  
TO GERMAN GOVT SIGNATURE. B) FURTHER FOLLOW-UP  
ON HITEC 87 GENERATED ACTIVITIES. C) OPPORTU-  
NITIES EXPLORED WITH BWB KOBLENZ FOR ASW EQPT.

A) PARLIAMENTARY APPROVAL OF MOU GRANTED SEPT 18  
AND MOU SIGNED BY GERMAN MIN OF DEFENCE ON SEPT  
28. B) CONTACTS ESTABLISHED WITH GERMAN REPS FOR  
TWO CDN COMPANIES. C) CDC CLOSE TO CLOSING CON-  
TRACT FOR ASW DISPLAY.

QUARTER: 2 A) INITIATED PLANNING AND PROPOSED FOR GOVT  
STAND FOR ESSEN SECURITY EQPT FAIR. B) HANDLED  
TRADE ENQUIRIES ON PRIORITY BASIS; COMPLETED  
FIRST SERIES OF OUTCALLS ON INDUSTRY.

A) DECISION ON PARTICIPATION IN TRADE FAIR  
PENDING. B) ANALYSIS OF BASIC ELEMENTS OF MARKET  
STRATEGY FOR SECURITY PRODUCTS IN FRG UNDER WAY.

QUARTER: 3 PROMOTION OF DEFENCE PRODUCTS & CONCLUSION OF  
PRODUCTION CONTRACT FOR CL-289 SURVEILLANCE  
DRONE.

SALE OF SEAKING HELICOPTER SIMULATOR UPGRADE  
SIGNING OF CL-289 PRODUCTION CONTRACT NOV. 87.

QUARTER: 3 PREPARATION FOR ANNUAL STEERING COMMITTEE MEET-  
ING FOR DEFENCE PRODUCTS, RESEARCH, DEVELOPMENT &  
PRODUCTION MEMORANDUM OF UNDERSTANDING (MOU).

RDP MEETING & INDUSTRY TOUR COMPLETED IN OTTAWA  
NOV 87. SUMMARY OF AGREED ACCTION ITEMS PRE-  
SENTED TO GMOD DEC 87.

QUARTER: 3 PREPARATION FOR PARTICIPATION IN SECURITY 88  
TRADE FAIR. VISITS TO TRADE ORGANIZATIONS.

INCREASED PROFILE IN FRG FOR CDN SECURITY PRO-  
DUCTS FROM PART. IN SEMINAR OF GERMAN INSURANCE  
COS. FOR EQPT SUPPLIERS/INSTALLERS. INITIAL PREPS  
FOR FAIR COMPLETED WITH PROVS, TRADE MAGS, FAIR  
AUTHORITIES ETC.

QUARTER: 4 -----