

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 :619-ATLANTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

SIMULATION PROJECTS

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

SHARING

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

(EG. E-SYSTEMS)

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

SUPPLIERS, THEREBY INCREASING CDN COMPONENT EXPORTS.

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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 -----

QUARTER: 3 -----

QUARTER: 4 -----