

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 : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 LIAISON VISIT TO DANISH ARMY MATERIEL COMMAND IN
HJORRING. SUPPORT FOR FURTHER SALES OF AMMUNI-
TION. SUPPORT FOR NEW SALES OF PROPELLING
CHARGES. SUPPORT FOR ONGOING SALES OF GAS MASKS.

VISIT COMPLETED. CONTRACTS OF \$8.3M SIGNED. CON-
TRACT OF \$5.7M SIGNED. CONTRACT OF \$0.8M SIGNED.

QUARTER: 4 - ATTENDANCE AT HITECH. - ONGOING SUPPORT OF CDN
SALES PARTICULARLY RE DANISH SENSITIVITY ON OFF-
SET OBLIGATIONS.

-MET WITH 63 CDN FIRMS IN DEFENCE SECTOR.
-\$ 4.4M IN SALES DURING QUARTER. - FED. OF
DANISH INDUSTRIES PERSUADED TO DELAY LETTER
CONCERNING SNC PENDING FURTHER MEETINGS.