

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 : 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

JOINT VENTURES, TECH TRANSFER, BUYING CONNEC-  
TIONS.

IDENTIFICATION OF REPRESENTATIVES AND COMPANY BUYING CONNECTIONS

INCREASE IN TRADE OPPORTUNITIES.

SURVEY OF MARKET POSSIBILITIES FOR SECURITY RELATED PRODUCTS.

IDENTIFICATION OF OPPORTUNITIES TO PENETRATE  
MARKET.

LONGER RANGE IDENTIFICATION OF MAJOR DEFENSE PROJECTS.

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 & SECURITY SHOW  
IN ESSEN (C) FOLLOW-UP ON OCTOBER '86 RDP.

(A) VISITS OF 7 CDN DEFENCE COS IN APRIL AND 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 -----

QUARTER: 3 -----

QUARTER: 4 -----