

REPT4D  
90/04/05

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 :605-DETROIT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION  
INCREASED SUBCONTRACTING OPPORTUNITIES FOR CDN COMPANIES

I.D. & RECOMMEND POTENTIAL INT. DEV. PROJECTS  
ADDITIONAL OPPORTUNITIES FOR CDN PARTICIPATION IN U.S. R & D

INCREASE AWARENESS OF DDSA, OPSA AND CDN INDUSTRIAL CAPAB.  
ADDITIONAL SALES OPPORTUNITIES.

PROGRAM TO EXHIBIT CDN VEHICLES PRODUCT & TECHNOLOGY  
ENHANCED AWARENESS OF CDN PRODUCTS & CAPABILITIES. AD-

PROJECTS & SUBSEQUENT PRODUCTION.

DITIONAL JOINT DEVELOPMENT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 General Dynamics Land Systems Division Bidders  
Conference, Troy, Michigan.

QUARTER: 3 a) Participation in AUSA Conf, WSHDC, 16-18 Oct.;  
b) Visit to NAC, NWSC & defence industries in  
Indiana, Dec. 89.

QUARTER: 4 -----

Discussions with Canadian company repre-  
sentatives in attendance. Introduction of  
company reps to GDLS personnel and to program  
office Abrams Tank System.

a) Met with Cdn exhibitors & visitors, explored  
subcontracting opportunities with U.S. prime  
contractors; b) Toured facilities & explored  
opportunities for Cdn contractors & sub-  
contractors.