

POST : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

NEW PROGRAM MANAGER RESPONSIBLE FOR SECTOR IN PROCESS OF ESTABLISHING CONTACT WITH KEY DECISION MAKERS.

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL UNDERTAKE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPR. SUPPLEMENT THESE WITH CALL AT POLITICAL LEVEL.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

OTHER DEFENSE PROD & SERV.

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OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

INCREASED SALES OF \$ 5 M.

CONTINUED SALES POSSIBILITIES.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

INCREASED SALES OF \$ 2M.

CONTINUED SALES POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT OF TDD, COL. LAST DND, A.M. WILLIS DRIE AND D. COLLINS TDP FOR CDA DENMARK INFORMAL RDP DISCUSSIONS AND EXCHANGE OF VIEWS ON OFFSETS ISSUE JUNE 11.

QUARTER: 1 ESTABLISHED CLOSER CONTACTS WITH KEY MILITARY PLANNERS AND MATERIEL OFFICERS.

QUARTER: 2 -CONTINUE TO STRENGTHEN RELATIONS WITH DANISH DEFENCE MATERIAL BUYERS.

ARRANGED MEETINGS AND ACCOMPANIED GROUP. HOSTED WORKING LUNCHEON. GOOD EXCHANGE OF VIEWS WITH DANISH MIN. OF DEFENCE, DEFENCE STAFF AND MIN. OF INDUSTRY.

VISITED AIR MATERIEL COMMAND, ARRANGED FOR CDN. MILITARY ATACHE TO VISIT NAVAL MATERIEL COMMAND (AS CIVILIAN VISITS NOT ENCOURAGED). MET WITH MIN. OF DEFENCE PLANNING STAFF ON THEIR PROPOSED DEFENCE PLAN AND PROCUREMENT.

-MAJOR SALE OF \$4.3M OF AMMUNITION.  
-VISIT OF TWO CANADIAN SHIPS USED AS OCCASION TO MEET DANISH NAVAL MATERIEL COMMAND.