REPT4D
89/12/12

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 :431-HELSINKI

004-DEFENCE PROGRAMS,PRODUCTS,SERV
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

LOCATE NEW POTENTIAL AGENTS FOR CDN DEFENCE PRODS SUPPLIERS. ARE INVITED TO BID ON AT LEAST 2 NEW PROJECTS.
INCREASED PRESENCE OF CDN DEFENCE PROD: ENSURE THAT CDN CO.

DEFENCE PRODUCTS AND RELATED SERVICES REPORT.
IMPROVE KNOWLEDGE OF FINNISH MARKET IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Finland's Market Overview report prepared for participation in Hitec 89.

Extremely worthwhile to raise interest in this small but rich market.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----