

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 :437-LONDON

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP TO MINE COUNTER MEASURES MISSION
PROMOTION OF JOINT VENTURES BETWEEN CDN & UK MCM COMPANIES

TO PURSUE UK AND THIRD COUNTRY MARKETS

FOLLOW UP TO FARNBOROUGH INTERNATIONAL 88
PROMOTION OF CDN AEROSPACE PRODUCTS AND COMPANIES TO UK MOD

AND UK INDUSTRY

CDA/UK RDP STEERING COMMITTEE APRIL 89
I.D. OF COOPERATIVE DEFENCE DEVELOPMENT PROJECTS BETWEEN

CDA & UK

CDN INDUSTRIAL BRIEFINGS TO UK MOD AT CDA HOUSE
IN DEPTH EXPOSURE OF UK MOD OPERATIONAL AND REQUIREMENTS

PERSONNEL TO CDN NICHE CAPABILITIES

PARIS AIRSHOW JUNE 89
PROMOTION OF CDN PARTICIPATION IN AEROSPACE JOINT VENTURE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Hitec 89 and Paris Airshow 89.
Continuing promotion of Cdn high technology
companies to UK MOD at High Commission.

BA order for 20 Regional Jets from Canadair
worth C\$350 m; Bombardier acquisition of Shorts
for C\$60 m with UK govt assistance \$1.5 b; Indal
company promos at HiCom.

QUARTER: 2 a) Royal Navy Equipment Exhibition 89.
b) Promotional seminars to UK MOD by MED-ENG and
Sparton Canada.
c) Lay groundwork for sector mission to UK.

a) Promoton of j/v's between Cda & UK industry.
b) UK MOD may acquire bomb disposal suit for
evaluation.
c) Recruitment underway for March 90 mission.

QUARTER: 3 Royal Navy Equipment Exhibition

Four Canadian companies (Computing Devices,
SEA Industries, Canadian Astronautics and
Canadair) were represented on company stands
and received very good exposure.

QUARTER: 4 Participation in Atlantic Hitech.

Met with 20 Hitech companies in Maritimes to
develop marketing plans for UK market.