

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GERMANY WEST

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ORGANIZATION AND EXECUTION OF DEFENCE INDUSTRIAL
TRADE MISSION TO THE FEDERAL REPUBLIC OF GERMANY

QUARTER: 1 OPERATION OF INFORMATION BOOTH AT INTERNATIONAL
AEROSPACE SHOW IN HANNOVER.

QUARTER: 1 PREPARATION FOR CANADIAN STAND AT SECURITY '88,
ESSEN

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

22 CANADIAN BUSINESSMEN VISITED 16 GERMAN COMPANIES,
PRELIMINARY RESULTS LOOK VERY GOOD.

5 CANADIAN COMPANIES MADE USE OF FACILITIES OF INFO
BOOTH TO PROMOTE PRODUCTS. ONE FIRM SALE TO DATE.

STAND LOCATION & SPACE CONFIRMED. CDN COS REMINDED
RE PARTICIPATION(3 POSITIVE REPLIES). EXTOTT/
DRIOTT & CDN TRADE OFFERED OPPORTUNITY OF FEATURE
ARTICLE IN LEADING FRG SECTOR TRADE MAGAZINE.

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