

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 :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEFENCE SCIENCE MOU FOLLOW-UP  
NEW R & D PROJECTS.

NEW ATTACK HELICOPTER  
SIMULATOR OPPORTUNITY.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 Cda/FRG bilateral research, development and production meeting (RDP), 5-9 June 1989  
Negotiations to conclude low-level flight simulation development contract finalized.  
High level coordinating group meeting in Lahr

QUARTER: 2 Cda/FRG bilateral research development and production MOU meeting June 1989.

QUARTER: 3 Market identification in the marine industry.

QUARTER: 4 -----

Program of Cda/FRG defence trade and trade mission agreed between senior officials TFB-TDO.  
AE Electronics Stolberg awarded on DM 117 million development contract. Cdn defence policy and implication for Cda/FRG def trade outlined

Followed up with FRG authorities to identify outstanding issues.

Post attended seminar on oil spills combatting equipment hosted by German manufacturers.  
"Niche" market for Canadian firms were identified.