

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 :604-DALLAS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

ARMAX/HITECH OTTAWA (INCOMING MISSION)
GENERATE \$10 MILLION IN CDN DEFENCE SALES TO THE U.S.

COMMAND BRIEFINGS
RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CDN MILITARY

SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Complete two defence missions in the
Southwest.

1.3 missions were completed: Electronic;
Electro-Optic; Ontario Electronic Component
Suppliers. Combined RFQ's, direct sales and
other contracts awarded exceed \$5 million to
date.

QUARTER: 2 1.Meetings with key personnel at Tinker AFB-OK
Dir. of Comp. Advocacy, Procn & Engineering.
2.Meetings with GSA Director, Ft. Worth re
future GSA Missions from Canada.
3.Airshow Cda, Vancouver, BC - August/89

1.Accomplished - Aug. 3/89.
2.Accomplished - Sept. 8/89.
3.Organized successful mission to show. Tinker &
Kelly AFB's & 3 US primes represented. US partic
reported good Cdn sourcing opport. & attendance.

QUARTER: 3 1)"Command Briefings" - Nov. 13-16/89
Tinker AFB, Oklahoma City & Kelly AFB, San
Antonio, TX. 2)Assisted in preparation and
follow-up in Cda's participation in AVSCOM CASL
held in Corpus Christi, TX Nov. 28-29/89.

1)Briefings on Cda/US Def. Sharing Arrangement
and role of CCC to Commanding Generals, Competi-
tion Advocacy, Procurement & Engr.
2)25 Cdn coys generated an est. \$3 million in
subcontracts for helicopter spare parts.

QUARTER: 4 -----