

REPT4D
90/06/26

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

35

POST :423-BONN

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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 pro-
duction meeting (RDP), 5-9 June 1989
Negotiations to conclude low-level flight simu-
lation development contract finalized.
High level coordinating group meeting in Lahr

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

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

Followed up with FRG authorities to identify
outstanding issues.

QUARTER: 3 Market identification in the marine industry.

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

QUARTER: 4 -----