

REPT4D
90/01/23

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 :601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

NEW BULLETIN
BROADER INFORMATION ON NEW ENGLAND MKT FOR CDA FIRMS.

PROMOTE CDN ROLE IN ADI
GAIN GREATER ACCESS TO USAF RAND D BUDGET

COMPANY PROSPECTING IN WESTERN CANADA
FIND 10 NEW FIRMS FOR MKT..

FOLLOW-UP NB & ATL. DEF MISS W/INCOMING BUYERS MISSIONS
ESTABLISH FIRM RELATIONSHIP FOR 10 COMPANIES IN MKT.

AEROSPACE

FOLLOW-UP TO SUB-CONTRACTORS II CONFERENCE
BETWEEN \$500,000 & \$1 MILLION BUSINESS INFLUENCED.

FOLLOW-UP TO NB DEFENCE MISSION
INTRODUCE 3 NEW FIRMS TO MKT.

START QUARTERLY DEFENCE REPORT
PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT

EXPORTERS.

INCREASE FREQUENTLY OF VISITS TO PRIME DEFENCE CONTRACTORS
PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT

EXPORTERS.

RECRUIT 10 NEW FIRMS FOR SUB-CONTRACTORS III CONFERENCE
GENERATE 5 NEW BUSINESS RELATIONSHIPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Commence Quarterly Defence Bulletin
- Participate in ARMX/Hitech, RADC Industry Days
- Followup with Natick (US Army) DDSA Working Group

- Reoriented Annual Defence Bulletin to more timely quarterly format. Produced & circulated bulletin to 500 Cdn firms. - Cochaired first Natick (US Army) DDSA working group meeting. Substantive contacts finally in process.

QUARTER: 2 1. Quarterly Defence Bulletin.

1. Produced and mailed to 500 Canadian suppliers.

QUARTER: 3 -----

QUARTER: 4 -----