

REPORT 4  
89/02/06

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 :610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

DEVELOP BETTER CONTACTS WITH BUYERS AT LARGE. US DEFENCE ELECTRO-  
NICS CONTRACTORS IE LOCKHEED, FORD, AVANTEK AND APPLIED TECHNOLO-  
GY.

WITH BETTER UNDERSTANDING OF LARGE AND  
CONFIRMING BUYER NETWORK,POST CAN BETTER AS-  
SIST CANADIAN EXPORTERS.

WORK CLOSELY WITH THESE CANADIAN FIRMS WHICH HAVE EXPRESSED AN  
INTEREST IN NORTHERN CALIFORNIA DEFENCE ELECTRONICS MARKET BY  
ATTENDING MICROWAVE/MILLIMETER AND ELECTRO-OPTICS PRESENTATIONS.

THESE COMPANIES HAVE BEEN INTRODUCED TO MAR-  
KET AND FOLLOW-UP WILL BE ESSENTIAL TO THEIR  
SUCCESS IN WINNING LOCAL BIDS. WORTH \$10 MLN.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----