

REPT4D  
89/12/12

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 :407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SPAIN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACTS WITH MOD PURCHASING DIRECTORATES, ASSOC OF DEFENCE                   JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.  
STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN CO. AS

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECT.  
THERE IS POTENTIAL FOR \$100 MILLION SALE

ENCOURAGE SPANISH DEFENCE MANU. ASS. TO TAKE MISSION TO CDA                   SPANISH CO.  
NEW INDUSTRIAL COOPERATION AGREEMENTS BETWEEN CDN AND

PREPARE NEW MARKET GUIDE/CONTACT LIST FOR DISTRIB. AT HI-TEC  
ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Canadair CL215 marketing supported during Ministerial Mission visit by Pres of Canadair  
-Officer from post interviewed 50 cos at Hitec Conference in Ottawa  
-Negotiations appear promising for \$200 million sale  
-Many new leads generated. Canada now selling helicopters to Spain

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----