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 :603-CLEVELAND

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ABBOTSFORD AIRSHOW

USAF INDEPENDENT CONTRACTOR R & D REV. TEAMS VISIT TO CON CO

DEFENCE MANUFACTURERS BUYERS MISSION

"HI-TECH 90" DEFENCE EXPORT CONFERENCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A. High Tech '89 - Ottawa

- B. USAF ICR & D Onsite Review Team Visit MONTL
- C. Air Show Canada Vancouver
- D. USAF ICR & D Onsite Review Team Visit -Location TBA

QUARTER: 2 Air Show Canada

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

A. Interviewed 44 companies, 5 of which have immediate potential in missions territory. B. Team visited 3 coys. Opportunities for development contracts good. Coy invited to visit USAF C. Mission is assisting in recruitment.

Participated in event & recruited buyers for an incoming mission. Recruited two buyers for the show and established contact with a number of western Canadian manufacturers as well as officials of the B.C. Government.