

REPORT 4
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 30

POST : 602-CHICAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

FOLLOW-UP WITH AVSCOM/TROSCOM PARTICIPANTS AT US/CANADA
AEROSPACE SEMINAR HELD IN ST. LOUIS, DECEMBER 1985 AND
AVSCOM INCOMING MISSION.

\$10M ADDITIONAL EXPORTS PER YEAR.

PARTICIPATE IN JOINT US/CDA WORKING GROUP TO BE ESTABLISHED TO
EXPLORE AVSCOM DDSP OPPORTUNITIES AND INITIATE R&D PROJECTS.

\$25M DDSP PROJECTS OVER 5 YEARS.

DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN
MANUFACTURERS OF COMPONENTS, PARTICULARLY IN ST. LOUIS AREA. (SEE
ALSO TRANSPORTATION SECTOR.)

\$10M ADDITIONAL EXPORTS PER YEAR.

ARMAMENTS & VEHICLES

DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN
MANUFACTURERS OF COMPONENTS. (SEE TRANSPORTATION SECTOR.)

\$5M ADDITIONAL EXPORTS PER YEAR.

ELECTRICAL & ELECTRONIC

DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN
MANUFACTURERS OF COMPONENTS.

\$5M ADDITIONAL EXPORTS PER YEAR.

OTHER DEFENSE PROD & SERV.

EXPLORE DDSP OPPORTUNITIES, IN PARTICULAR DEFENSIVE CHEMICAL
EQUIPMENT AND SECURITY PRODUCTS.

INITIALLY MODEST, BUT BETTER THAN NOTHING
AS NOW.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----