

POST :606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ELECTRICAL & ELECTRONIC

CONTINUATION OF LOCAL CO. INDUSTRY VISIT PGM.  
ADVISE INDUSTRY OF CANADIAN CAPABILITY & PROGRAMS.

SUB-CONTRACTOR CONFERENCE  
INTRO MAJOR PRIME CONTRACTORS.

INCREASE LOCAL REPRESENTATION

MAIL-OUT OF INDUSTRY VENDOR ACTIVITIES.  
INTRO MAJOR PRIME CONTRACTORS.

SUB-SECTOR:OTHER DEFENSE PROD & SERV.

DDSP PROJECT WITH USAF SPACE DIVISION "FOCUS"  
\$14M DEVELOPMENT CONTRACT AS CANADIAN SHARE. DOWNSTREAM

PRODUCTIONS ESTIMATE \$200M PLUS.

COMMAND BRIEFING TO NOSC/INDUSTRY VISITS  
AWARENESS OF DDPS OPPORT. BY U.S. DEFENCE AGENCIES LEADING

TO SHARED DEV. PROJ. & SUBSEQUENT PRODUCTION CONTRACTS.

BRIEFING ON DDSP TO NAVAL WEAPONS CTR., CHINA LAKE

BRIEFING ON DDSP TO BALLISTIC MISSILE OFFICE(NORTON AFB)

SUB-SECTOR:AEROSPACE

DIRECT MAIL PROGRAM TO MAJOR U.S. FIRMS  
INCREASED AWARENESS OF SUPPLIERS

UPDATE OVERVIEW REP OF US CONTACTS & MAIL TO CDN EXPORTERS  
INCREASE CANADIAN AWARENESS

IMPROVE P.C. USE & USEFULLNESS  
MORE INTELLIGENT USE OF EXISTING RESOURCES

REFINE CONTACT LIST & SOFTWARE  
ENHANCE UTILITY & ACCURACY

SECTOR/SUB-SECTOR MARKET STUDY  
CLEARER GUIDELINES FOR CANADIAN EXPORTERS