

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

POST : 512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

COMPLETE MARKET SURVEY FOR MILITARY AEROSPACE SECTOR.

TO IDENTIFY MARKET OPPORTUNITIES AND NOTIFY
POTENTIAL CANADIAN SUPPLIERS.

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.

STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE.

FOLLOW-UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY AEROSPACE EQUIPMENT.

ARMAMENTS & VEHICLES

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.

ENSURE THAT LOCAL OFFICIALS ARE AWARE OF CANADIAN CAPABILITIES IN THIS FIELD.

CLOSELY MONITOR MARKET OPPORTUNITIES AS THEY DEVELOP.

ENSURE THAT POTENTIAL SUPPLIER HAVE SUFFICIENT NOTICE OF UPCOMING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO SECURE ADVANTAGEOUS POSITION FOR CDN SUPPLIERS OF SIMULATORS FOR MILITARY TRAINING CENTRE.

C. A. E. OF MONTREAL WERE ASKED TO SUBMIT BUDGETARY PROPOSAL FOR TRAINING CENTER ACCOMODATING SIMULATORS FOR C-130, UH1, F-16, SUPER PUMA AND MARCHETTI 211.

QUARTER: 3 -----

QUARTER: 4 DEVELOP CLOSER CONTACTS WITH PROCUREMENT OFFICIALS.

ON OCCASION OF ASIAN AEROSPACE 88, GROUP OF SENIOR SINGAPORE DEFENCE PROCUREMENT OFFICIALS VISITED CANADIAN PAVILLION FOR UPDATE OF RPV AND F5 RETROFIT.