REPORT 4 87/09/25

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: 60

POST : 519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

A DEFENSE MARKET STUDY WAS MADE IN 1986. WE ARE IN THE PROCESS OF FOLLOWING UP SPECIFIC OPPOTUNITIES WITH INDIVIDUAL COMPANIES.

DEVELOPING FURTHER INVENTORY OF SUITABLE AGENTS AND CONTINUE TO DEVELOP CLOSER CONTACT WITH EXISTING AGENTS.

CONTINUE TO ENCOURAGE THE ROK TO PROCURE CND DEFENSE PRODUCTS AS MEANS OF REDRESSING IN PART THE TRADE IMBALANCE.

CATALOGUE AND VIDEO TAPE PRESENTATION OF CANADIAN DEFENSE PRODUCTS IN NEW TRADE CENTER.

ANTICIPATED RESULTS:

ENHANCED RECRUITMENT FOR UPCOMING AFCEA SHOW. INCREASED BIDDING ON MND CONTRACTS BY CDN COMPANIES.

SUPPORT AN UPCOMING MISSION OF AGENTS TO CDA DURING HI-TECH. MORE AGENT AGREEMENTS WITH CANADIAN COMPANIES.

IMPROVE CLIMATE FOR CANADIAN DEFENSE SALES.

ENCOURAGE INTEREST AMONG MILITARY AND AGENTS IN CANADIAN DEFNESE CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL

DEFENCE TEAM HEADED BY M. GENERAL

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

EXPOSED KEY KOREAN MILITARY TO CON CAPABILITIES. AS A RESULT KOREA DEF. IND. ASS. WILL SEND FOLLOW UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DE-MONSTRATION FOR ASW EQUIP. TO BE INSTALLED ON DASH 8 FOR ROK NAVY TOOK PLACE IN EMB. NEW T. CENT