

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 : 415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH SENIOR MILITARY OFFICIALS NOTABLY PROCUREMENT & TECHNICAL STAFF IN NAVY AND ARMY

IMPROVE ACCESS FOR CDN BUSINESSMEN & PRODUCTS TO MORE SENIOR LEVELS THAN WAS PREVIOUSLY THE CASE

ENHANCE IMAGE OF RELIABILITY OF CDN DEFENCE PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS IN WHICH DIFFICULTIES HAVE ARISEN

INCREASE OPPORTUNITY TO BID ON NETHERLANDS DEFENCE REQUIREMENTS

RESEARCH DEVELOPMENT & PRODUCTION STEERING COMMITTEE MEETING IN CANADA IN 1988 AND VISIT BY NETHERLANDS DELEGATION TO A NUMBER OF DEFENCE INDUSTRIES.

MAINTAIN & IMPROVE CONTACTS WITH NETHERLANDS MOD; ALLOW NETHERLANDS OFFICIALS TO SEE NEW DEFENCE PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION FOR RDP STEERING COMMITTEE MEETINGS IN NETHERLANDS -OCTOBER 1987.

DIRECTOR GENERAL DEFENCE PROGRAMS BRANCH EXTOTT AND DRIEE AND DND OFFICIALS MET COUNTERPARTS TO PREPARED RDP.

QUARTER: 2 -PREPARATIONS FOR RDP STEERING CTTEE MTG IN OCT
-FOLLOW DEVELOPMENTS RE CANTASS BID
-DEVELOP BETTER UNDERSTANDING OF NETHS PROCUREMENT PRIORITIES & PROCEDURES.

-RDP MEETING ARRANGED, BRIEFS PREPARED
-LEARNED THAT CANTASS UNLIKELY TO BE SUCCESSFUL & REPORTED TO OTTAWA.
-IDENTIFIED ONE NEW DEFENCE PRODUCTS AGENT.

QUARTER: 3 PREPARE NETHERLANDS/CDA RDP MEETING IN THE HAGUE

SUCCESSFUL RDP STEERING COMMITTEE MEETING HELD IN THE HAGUE RESULTING IN STRENGTHENED RELATIONS WITH THE NETHERLANDS MIN. OF DEFENCE. CDN POSITION ON OFFSETS/INDUSTRIAL BENEFITS CLARIFIED.

QUARTER: 4 ATTENDED HITEC IN OTTAWA
REPORT ON OFFSET SITUATION

COUNSELLOR(COMMERCIAL)MET 50 COMPANIES; 40 PLUS REQUIRE FOLLOW-UP.
REPORTED TO OTTAWA RE POTENTIAL FOR OFFSET CREDIT SWAPS.