

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES.

ASSIST OERLIKON AEROSPACE IN ITS CURRENT BID TO SUPPLY \$160 MIL-
LION IN ADATS SYSTEMS TO FINNISH DEFENCE FORCES.

LOCATE NEW POTENTIAL AGENTS FOR CANADIAN DEFENCE PRODUCTS SUPPL-
IERS.

ASSIST WESTINGHOUSE CANADA TO MARKET ITS NEW LOW PRICE SONAR TO
FINNISH NAVY.

ANTICIPATED RESULTS:

INCREASED SALES OF CANADIAN DEFENCE PRODUCTS,
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

HOPEFULLY, CONTRACT FOR OERLIKON AEROSPACE.

INCREASED PRESENCE OF CANADIAN DEFENCE PRO-
DUCTS IN FINLAND.

\$2 MILLION IN SONAR SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST OERLIKON AEROSPACE IN BID TO SUPPLY
PND STERLING 200 MN AIR DEFENCE SYSTEM.
BUILD UP CONTACTS IN FINNISH DEFENCE FORCES
LOCATE NEW POTENTIAL AGENTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

FIRM LOST BID
CDN FIRMS WERE REQUESTED TO BID ON SONOBUOY AND
SONAR TENDERS.
MAJOR AGENTS IDENTIFIED AND ADVISED OF CDN PRDS.