

REPORT 4
88/02/02

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

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POST : 601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REVITALIZE CDA/ESD WORKING GROUP

ADVISING CANADIAN COMPANIES OF CBD ACTIVITY IN REGION.

ANTICIPATED RESULTS:

ENHANCE R. & D. OPPOTURNITIES IN COMMUNICA-
TIONS AND ELECTRONICS.

MORE BIDS BROM CANADIANS ON U.S. MILITARY
CONTRACTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HELD SEMI-ANNUAL CDA/ELECTRONIC SYSTEMS DIVISION
WORKING GROUP MEETING.

QUARTER: 1 CANADA U.S. SUBCONTRACTORS CONFERENCE MONTREAL
, CANADA JUNE 16-17, 1987.

QUARTER: 2 ORGANIZED SEMINAR AT HANSCOM AIR FORCE BASE ON
ATALARS AND MICROWAVE LANDING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POSSIBLE SHARED DEVELOPMENT PROJECTS IDENTIFIED.
GROUNDWORK LAID FOR BREIFINGS ON AIR TRAFFIC CO-
NTROL.

17 BUYERS FROM 6 DEFENCE PRIME CONTRACTORS IN
THE NEW ENGLAND TERRITORY VISITED CDN MFRS IN
MONTREAL FOR THE PURPOSE OF EXPANDING THEIR VEN-
DOR BASE.

INTRODUCED CANADIAN COMPAIES AND PROMOTED CDN
CAPABILITIES WITH TECHNICAL AND PROCUREMENT
STAFF AT HANSCOM AFB.