

REPORT 4  
89/10/21

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 : 605-DETROIT

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	<p>CONTINUE TO IDENTIFY AND CULTIVATE KEY CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION AT PRIME CONTRACTOR AND MAJOR SUBCONTRACTOR LEVELS, FOR INTRODUCTION TO CANADIAN BUSINESS AND GOVERNMENT REPRESENTATIVES, AS APPROPRIATE.</p> <p>THROUGH DDSA WORKING GROUP AT TACOM AND CONTACTS AT NAVAL AVIONICS (NAC) AND NAVAL WEAPONS SUPPORT CENTERS (NWSC) IDENTIFY AND RECOMMEND POTENTIAL JOINT DEVELOPMENT PROJECTS.</p> <p>WORK CLOSELY WITH COMPETITION ADVOCATES AT TACOM, NAC AND NWSC TO INCREASED AWARENESS OF DDSA, OPSA AND CANADIAN INDUSTRIAL CAPABILITIES.</p> <p>ESTABLISHED PROGRAM TO EXHIBIT, ON REGULAR BASIS, CANADIAN VEHICLES, PRODUCTS AND TECHNOLOGY AT TACOM THROUGH COOPERATION OF THE FOREIGN INTELLIGENCE DIVISION.</p> <p>DISTRIBUTE POST-PRODUCED PROFILE OF TERRITORY DEFENCE MARKET TO GOVERNMENT AND INDUSTRY IN CANADA.</p>	<p>INCREASED SUBCONTRACTING OPPORTUNITIES FOR CANADIAN COMPANIES.</p> <p>ADDITIONAL OPPORTUNITIES FOR CANADIAN PARTICIPATION IN U.S. R &amp; D PROJECTS AND SUBSEQUENT PRODUCTION.</p> <p>10% ADDITIONAL SALES OPPORTUNITIES.</p> <p>ENHANCED AWARENESS OF CANADIAN PRODUCTS AND CAPABILITIES. ADDITIONAL JOINT DEVELOPMENT POSSIBILITIES.</p> <p>INCREASED CANADIAN AWARENESS OF MARKET POTENTIAL.</p>

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		

QUARTERLY RESULTS REPORTED:

INTRODUCED NEW PRODUCTS TO U.S. MARKET

3 NEW MINE PRODUCTS INTRODUCED TO U.S. MARKET

AND ENHANCED AWARENESS OF U.S. PRODUCTS THROUGH VISIT TO U.S. MARKET

EXPECTED TO BE COMPLETED BY 1988

ALL SUB-SECTORS

ACTIVITIES PROPOSED IN POST PLAN

UNITED STATES OF AMERICA

605-DETROIT

004-DEFENCE PROGRAMS, PRODUCTS, SERVICES

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