REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

ARMAX/HITECH OTTAWA (INCOMING MISSION)
GENERATE $10 MILLION IN CDN DEFENCE SALES TO THE U.S.

COMMAND BRIEFINGS SUPPLIERS.
RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CDN MILITARY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	1.Complete two defence missions in the Southwest.	1.3 missions were completed: Electronic; Electro-Optic; Ontario Electronic Component Suppliers. Combined RFQ's, direct sales and other contracts awarded exceed $5 million to date.
QUARTER: 2	1.Meetings with key personnel at Tinker AFB-OK Dir. of Comp. Advocacy, Procn & Engineering. 2.Meetings with GSA Director, Ft. Worth re future GSA Missions from Canada. 3.Airshow Cda, Vancouver, BC - August/89	1.Accomplished - Aug. 3/89. 2.Accomplished - Sept. 8/89. 3.Organized successful mission to show. Tinker & Kelly AFB's & 3 US primes represented. US partic reported good Cdn sourcing opport. & attendance.
QUARTER: 3	-----	
QUARTER: 4	-----	