REPORT 4
89/10/10

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 :603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
USAF/AFWAL PERSONNEL VISITED SELECTED CANADIAN COMPANIES TO REVIEW THEIR R&D WORK. RESULTS OF THIS DIALOGUE WILL TAKE TIME TO EVALUATE.	MORE COOPERATIVE R&D CONTRACTS FOR CANADIAN COMPANIES FOLLOWED BY RESULTANT PRODUCT SALES TO US PRIME CONTRACTORS.
INCREASED IMPORTANCE OF CANADA/USAF(ASD/AFWAL)COOPERATIVE R&D WORKING GROUP IN CONJUNCTION WITH CONTINUING R&D REVIEW TEAM VISITS.	MORE R&D COOPERATIVE PROJECTS,IMPROVED DIALOGUE BETWEEN CANADIAN FIRMS AND ASD/AFWAL, EVENTUALLY INCREASED EXPORTS.
MARKET IDENTIFICATION OF SMALL AND MEDIUM SIZE COMPANIES ON CONTRACTS WITH DEPT. OF DEFENSE OR MAJOR DEFENSE CONTRACTORS.	WILL ALLOW DEFENSE SPECIALISTS OPPORTUNITY TO IDENTIFY CANADIAN EXPERTISE MOST LIKELY TO COMPLEMENT LOCAL RESOURCES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 INFORMATION BOOTH AT NATIONAL AEROSPACE AND ELECTRONICS CONFERENCE.	1 OF 80 EXHIBITORS IN NAECON WHICH SAW ALMOST 5,000 VISITORS(MILITARY/INDUSTRIAL/ACADEMIC).WE DISTRIBUTED OVER 1,000 LBS. OF CDN GOVT' AND PRIVATE SECTOR BROCHURES TO VISITORS TO CDN BOOTH.
QUARTER: 2 A. Western Hi-Tec Conference B. Aerospace Industries Association AGM C. USAF "Road Map Review"	A. 24 co.interviewed and conducted 6 plant tours B. Escorted USAF/ASD & RFWAL delegation and made presentation re R&D activities C. Instrumental in opening review to Canadian firms
QUARTER: 3 Meet with Canadian companies in Western Canada, following "Western Hi Tec" to discuss marketing opportunities in Ohio.	Met with 6 small cos located in Vanc.,N.Vanc.and Burnaby,to learn of their interests & capabilities & to suggest mkt areas worth pursuing. 7 R&D opportunities have been sent to 2 of these companies by this post.
QUARTER: 4 Air Industries Association of Canada Mission to the Aeronautical Systems Division and the Wright Research Development Centre of the Wright Patterson Air Force Base, Dayton OH, March 28-31	Sixteen companies participated in the mission. Activities included briefings to 85 Base staff, and visits to various laboratories including, propulsion, flight dynamics, materials, avionics electronics, & cockpit technology.