

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 :605-DETROIT

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION
INCREASED SUBCONTRACTING OPPORTUNITIES FOR CDN COMPANIES

I.D. & RECOMMEND POTENTIAL INT. DEV. PROJECTS
ADDITIONAL OPPORTUNITIES FOR CDN PARTICIPATION IN U.S. R & D

INCREASE AWARENESS OF DDSA, OPSA AND CDN INDUSTRIAL CAPAB.
ADDITIONAL SALES OPPORTUNITIES.

PROGRAM TO EXHIBIT CDN VEHICLES PRODUCT & TECHNOLOGY
ENHANCED AWARENESS OF CDN PRODUCTS & CAPABILITIES. AD-

PROJECTS & SUBSEQUENT PRODUCTION.

DITIONAL JOINT DEVELOPMENT POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 General Dynamics Land Systems Division Bidders
Conference, Troy, Michigan.

Discussions with Canadian company repre-
sentatives in attendance. Introduction of
company reps to GDLS personnel and to program
office Abrams Tank System.

QUARTER: 3 a) Participation in AUSA Conf, WSHDC, 16-18 Oct.;
b) Visit to NAC, NWSC & defence industries in
Indiana, Dec. 89.

a) Met with Cdn exhibitors & visitors, explored
subcontracting opportunities with U.S. prime
contractors; b) Toured facilities & explored
opportunities for Cdn contractors & sub-
contractors.

QUARTER: 4 a) Attended Tactical Vehicles Conference,
Monterey, CA., 30Jan-01Feb90; b) Participated in
Subcon III, Toronto, 06-08 March 90.

a) Met with Canadian exporters and reps from
U.S. prime contractors. Received updated program
briefings; b) 19 reps of U.S. primes attended
from territory. Meetings between Cdn sub-
contractors and U.S. primes due contract signed.