

REPT4D
89/12/12

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

31

POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OTHER DEFENSE PROD & SERV.

FOLLOW UP ON TRADE ENQUIRIES FROM SECURITY '88 FAIR
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

REQUEST CDN SUPPLIERS TO SUBMIT NEW PRODUCT INFO FOR DISTR.
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

CONTINUE SURVEY OF GERMAN MFGRS AND INSTALLERS INTEREST
IMPROVED ABILITY TO TARGET MARKET SEGMENTS.

CLOSER MONITORING OF FRG GOVT PROCUREMENT
CDN BIDS ON UP TO 10 MAJOR TENDERS.

SUB-SECTOR PROFILES OF FRG SECURITY PRODUCTS MARKET
IMPROVED TARGETING OF PROMOTIONAL WORK AND EXPECTED

UP DATE OF DEA LITERATURE ON CDN EXPORT CAPABILITIES
ON SITE SALES AT SECURITY '90 AS ABOVE.

MARINE

PRESENTATION ON NFR 90 FRIGATE PROGRAM
MARKET IDENTIFICATION.

HITEC 90
SUPPLIER IDENTIFICATION.

NAVAL INDUSTRY LIAISON
MARKET IDENTIFICATION.

ALL SUB-SECTORS

FOLLOW-UP TO 1988 DEFENCE MISSION TO GERMAN
EXPANDED CONTACTS WITH LOCAL COS.

HITEC 89 MEETINGS WITH CAN. FIRMS
IDENTIFICATION OF NEW SUPPLIERS.

FOLLOW-UP OF 1987 RESEARCH DEV. & PROD. MEETING
MARKET OPPORTUNITIES.

NATO FRIGATE PROGRAM
EXPORT OPPORTUNITIES.