

REPORT 4
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 108

POST : 612-WASHINGTON

006-ELECTRONICS EQUIP. & SERV
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

CONTINUING TO ADVISE CANADIAN FIRMS ON PROCEDURES AND OPPORTUNITIES IN MARKETING TO U. S. FEDERAL GOVERNMENT.

CDN FIRMS WITH SOPHISTICATED PRODS, ESPECIALLY NICHE PRODS MEETING GOVT FOR DEFENCE NEEDS, CAN BE EXPECTED TO ACHIEVE GD SALES IN THIS MKT, ONCE ADVICE & PROCEDURES RECEIVED.

TO CONTINUE PRESENTING INDIVIDUAL COMPANIES TO SELECTED SENIOR U. S. FEDERAL GOVERNMENT OFFICIALS.

FAMILIARISATION OF INFLUENTIAL FEDERAL GOVT. OFFICIALS WITH ADVANCED TECH. AVAILABLE FM CDN SOURCES. INCREASING ACCESS TO SENIOR U. S. GOVT. OFFICIALS FOR CANADIAN COMPANIES.

GROUP PRESENTATIONS BY CANADIAN COMPANIES IN SELECTED AREAS E. G. SECURITY PRODUCTS, DRUG ENFORCEMENT AND POLLUTION CONTROL.

CANADIAN COMPANIES WITH SOPHISTICATED PRODS COULD ANTICIPATE GOOD SALES OVER A LONG TERM PERIOD.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----