REPT4D
89/12/05

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 :606-LOS ANGELES

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC		
	CONTINUATION OF LOCAL CO. INDUSTRY VISIT PGM. ADVISE INDUSTRY OF CANADIAN CAPABILITY & PROGRAMS.	
	SUB-CONTRACTOR CONFERENCE INTRO MAJOR PRIME CONTRACTORS.	
	INCREASE LOCAL REPRESENTATION	
	MAIL-OUT OF INDUSTRY VENDOR ACTIVITIES. INTRO MAJOR PRIME CONTRACTORS.	
OTHER DEFENSE PROD & SERV.		
	DDSP PROJECT WITH USAF SPACE DIVISION "FOCUS" $14M DEVELOPMENT CONTRACT AS CANADIAN SHARE. DOWNSTREAM	PRODUCTIONS ESTIMATE $200M PLUS.
	COMMAND BRIEFING TO NOSC/INDUSTRY VISITS AWARENESS OF DDPS OPPORT. BY U.S. DEFENCE AGENCIES LEADING	TO SHARED DEV. PROJ. & SUBSEQUENT PRODUCTION CONTRACTS.
	BRIEFING ON DDSP TO NAVAL WEAPONS CTR., CHINA LAKE	
	BRIEFING ON DDSP TO BALLISTIC MISSILE OFFICE(NORTON AFB)	
AEROSPACE		
	DIRECT MAIL PROGRAM TO MAJOR U.S. FIRMS INCREASED AWARENESS OF SUPPLIERS	
	UPDATE OVERVIEW REP OF US CONTACTS & MAIL TO CDN EXPORTERS INCREASE CANADIAN AWARENESS	
	IMPROVE P.C. USE & USEFULLNESS MORE INTELLIGENT USE OF EXISTING RESOURCES	
	REFINE CONTACT LIST & SOFTWARE ENHANCE UTILITY & ACCURACY	
	SECTOR/SUB-SECTOR MARKET STUDY CLEARER GUIDELINES FOR CANADIAN EXPORTERS	