

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 :431-HELSINKI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES.

INCREASED SALES OF CANADIAN DEFENCE PRODUCTS,
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

ASSIST OERLIKON AEROSPACE IN ITS CURRENT BID TO SUPPLY \$160 MIL-
LION IN ADATS SYSTEMS TO FINNISH DEFENCE FORCES.

HOPEFULLY, CONTRACT FOR OERLIKON AEROSPACE.

LOCATE NEW POTENTIAL AGENTS FOR CANADIAN DEFENCE PRODUCTS SUPPL-
IERS.

INCREASED PRESENCE OF CANADIAN DEFENCE PRO-
DUCTS IN FINLAND.

ASSIST WESTINGHOUSE CANADA TO MARKET ITS NEW LOW PRICE SONAR TO
FINNISH NAVY.

\$2 MILLION IN SONAR SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST OERLIKON AEROSPACE IN BID TO SUPPLY
PND STERLING 200 MN AIR DEFENCE SYSTEM.
BUILD UP CONTACTS IN FINNISH DEFENCE FORCES
LOCATE NEW POTENTIAL AGENTS.

FIRM LOST BID
CDN FIRMS WERE REQUESTED TO BID ON SONOBUOY AND
SONAR TENDERS.
MAJOR AGENTS IDENTIFIED AND ADVISED OF CDN PRDS.

QUARTER: 2 -----

QUARTER: 3 Secure bid on a thermal imaging system to the
Finnish navy.

Bid was received in time and Canadian company is
one out of thirteen

QUARTER: 4 -----