

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

POST : 605-DETROIT

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

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 COMPUTERIZE PROFILES OF USA GOV'T & DEFENCE  
INDUSTRY CONTACTS, PROCUREMENT REQUIREMENTS &  
POLICIES.

QUARTER: 3 DEVELOP & IMPROVE ON CONTACTS AT MAJOR DEFENCE  
INSTALLATIONS.

QUARTER: 4 DEFENCE INITIATIVES BRIEFINGS IN SOUTH BEND AND  
FORT WAYNE, INDIANA.

QUARTER: 4 TACTICAL VEHICAL CONFERENCE

QUARTER: 4 VISIT TO NAVAL AVIONICS CENTER. COMPLETE  
RESEARCH FOR NEW EDITION OF TERRITORY  
DEFENCE MARKET PROFILE.

QUARTERLY RESULTS REPORTED:

PROJECT 75% COMPLETE.

PAID INTRO VISIT TO NEW COMMANDING GENERAL OF  
TACOM. ATTENDED ASSN OF US ARMY ANNUAL MEETING IN  
WASHINGTON, DC. ESTABLISHED SIGNIFICANT NEW CON-  
TACTS AT GENERAL DYNAMICS LAND SYSTEMS(GDLS).  
PROPOSAL TO MT INCOMING PROCUREMENT MISSION

INTRODUCED OVER 20 KEY U. S. DEFENCE CONTRACTORS  
TO IMPLICATIONS OF DD/DPSA'S AND FTA. IDENT-  
IFIED ADDITIONAL PROSPECTS FOR CANADA/U. S. SUB-  
CONTRACTING CONFERENCE II IN TORONTO MAY '88.

USED OCCASION TO INTRODUCE CANADIAN COMPANY  
ATTENDEES TO IMPORTANT ARMY AND MARINE CORPS  
CONTACTS. THREE REPORT SIGNIFICANT FOLLOW-ON  
MEETINGS AND ONE MAJOR ORDER.

IDENTIFIED URGENT REQUIREMENT FOR BOMB RACKS FOR  
U. S. NAVY AIRCRAFT. FORWARDED INFO TO CDN. IND-  
USTRY. AT LEAST 2 COS BIDDING ON CURRENT RFP.  
RESEARCH COMPLETED. DRAFT PROFILE PRINTED. OVER  
100 COPIES DIST. AT HITEC '88 TO CDN IND. REPS.