

REPT4D  
90/06/26

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

63

POST :618-MINNEAPOLIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT TEN PERSONS TO ATTEND DEFENCE SUB-  
CONTRACTORS CONFERENCE III IN TORONTO, ONTARIO.

CONFERENCE WAS RESCHEDULED TO 1990 DATE.

QUARTER: 2 -----

QUARTER: 3 Coordinate defence mission to Twin Cities of  
Cdn. companies from provinces of Manitoba and  
Alberta.

Group visited FMC Corp., Unisys, Honeywell  
Underseas Sys. and Honeywell Armament Sys. Div.  
and DCASMA. Participants enthusiastic about  
future sales possibilities. Now in follow-up  
phase.

QUARTER: 4 Recruit buyers for SUBCON III - Toronto.  
Invited 40. Nine acceptances, two cancelled at  
last minute.

All visitors to Toronto were key people. Two  
from Lucas Western, one from UNISYS, four from  
two different divisions of Honeywell.