

REPORT 4
88/10/21

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 : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL CONTINUE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPR. SUPPLEMENT THESE WITH CALLS AT POLITICAL LEVEL.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

ANTICIPATED RESULTS:

TO CONSOLIDATE CDN SALES AT THE NEWLY REACHED LEVELS OF \$ 14-16M ANNUALLY.

CONTINUED SALES POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 DEMONSTRATION OF CANADIAN NAVAL TARGETS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COMPLETED AS PLANNED. ATTENDED BY REPS OF SWEDISH AND US NAVIES IN ADDITION TO DANISH NAVY