

REPT4D
90/04/05

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 :407-MADRID

004-DEFENCE PROGRAMS,PRODUCTS,SERV
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACTS WITH MOD PURCHASING DIRECTORATES,ASSOC OF DEFENCE
STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN CO. AS

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECT.
THERE IS POTENTIAL FOR \$100 MILLION SALE

ENCOURAGE SPANISH DEFENCE MANU. ASS. TO TAKE MISSION TO CDA
NEW INDUSTRIAL COOPERATION AGREEMENTS BETWEEN CDN AND

PREPARE NEW MARKET GUIDE/CONTACT LIST FOR DISTRIB. AT HI-TEC
ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN

JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

SPANISH CO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Canadair CL215 marketing supported during Ministerial Mission visit by Pres of Canadair
-Officer from post interviewed 50 cos at Hitec Conference in Ottawa

QUARTER: 2 -Arranged promotional Workshop for EDO Canada Ltd. re sales of fuel tanks to Spanish Airforce for F18.

QUARTER: 3 Presentation of F-18 Fuel Tanks by EDO.

QUARTER: 4 -----

-Negotiations appear promising for \$200 million sale
-Many new leads generated. Canada now selling helicopters to Spain

-Appointment of ASSIL S.A. as agent.

EDO made successful presentation with post assistance.Spanish Air Force F-18 are very interested.Tests will be required. Joint venture a possibility.