

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

55

POST :606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

UPDATE OVERVIEW OF CDN COMPANY ACTIVITIES
INCREASED POST & PRIME AWARENESS OF CDN ACTIVITIES

INCREASE LIAISON WITH LOCAL CHAMBERS
IMPROVE STATISTICS BANK

ENCOURAGE CANADIANS TO USE MORE LOCAL REPS
IMPROVE CAPTURE RATIO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1-Attend S.A.E. Aerotech '89 in Anaheim, and
evaluate for viewpoint of future attendance.

QUARTER: 3 1.Organization & attendance at Underseas Defence
'89 San Diego
2.Visit to Air Force Space Technology Center to
review potential DDSP projects

QUARTER: 4 1.Attended US-CDA Space Div.Group2.Industry visi
to Phoenix3.Attended NASA/JPL Hi-Tech Seminar4.
Recruit for SAMPE'90.5.Review Alta Mission6.Prin
ting local reps directory7.Subcontractors III
Trade Mission to Toronto8.AIAA participation

1-Show is still marginal to unsatisfactory. Next
year's venue returns to Long Beach and perhaps
a brighter future.

1.Show was of marginal value. Poor attendance.
Recommend to delete from '90 program.
2.Project outline and priorities passed to Ottawa
for action and DDSP funding.

1.6 DDSP projects identified2.Good leads for CDN
co-op in defense programs3.Excellent contacts4.
5 new CDN coys share info booth5.New lines of
approach suggested6.Material in print7.7 US reps
participated8.Monitoring show for 91 exhibit