

REPORT 4
87/09/25

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

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POST : 606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

PROVIDE A DATA BASE OF CANADIAN CAPABILITIES ON A DISKETTE FOR
DISTRIBUTION.

IMPROVE U.S. ACCESS TO DATA

PROMOTING CANADIAN DEFENCE R & D CAPABILITY TO U.S. DEFENCE
INDUSTRY.

IMPROVE PENETRATION HIGH TECH SALES.

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IMPROVE PENETRATION HIGH TECH SALES.

PUBLISH A "GUIDE TO SELLING DEFENCE PRODUCTS IN S. CALIFORNIA".

BETTER INFORMED CDN INDUSTRY ON LOCAL
REPRESENTATION, ETC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SPACE DIVISION WORKING GROUP MEETING BASIS
DEVELOPED FOR ESTABLISHMENT OF WORKING
GROUP.

DEFENSE WHITE PAPER BRIEFING: TO DEVELOP AWARE-
NESS OF AND SUPPORT FOR CANADIAN DEFENSE POLICY.
OVER 100 PRIORITY CONTACTS ATTENDED.

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QUARTER: 4 -----