

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

POST : 639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE REPORT ON RECENT SECURITY PRODUCTS MISSION TO CANADA AND
INITIATE FOLLOW UP TO FURTHER PROMOTE CANADIAN PRODUCTS.

SALES OF 0.5 MILLION STRONG POSSIBILITY.

PROMOTE DEMONSTRATION UNITS OF SECURITY RELATED EQUIPMENT TO BE
TESTED BY PERUVIAN ARMED FORCES IN TERRITORY, BOTH INDIVIDUAL AND
TRADE FAIR.

ENHANCE MARKETING POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED PROMOTING SECURITY EQUIPMENT AS FOLLOW
UP TO MISSION OF LATE 1986. WORKING EXTENSIVELY
ON MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN E-
FFORTS TO SOLE SOURCE CDN PRODUCTS. ASSISTING
CDN CO IN PROPOSED J.V. TO MFR BULLET PROFF VEST

INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS &
BOMB BLANKETS. CPPF STUDY APPROVED & ADDITIONAL
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST. PE-
RUVIAN MILITARY AUTHORITIES EVALUATING PROPOSAL.

QUARTER: 2 A)CONTINUE PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISSION OF LATE 86. B)WORKING EXTENSIVELY ON
MAJOR AIRPORT SECURITY UPDATE VIA CPPF IN EF-
FORTS TO SOLE SOURCE CDN PRODS. C)ASSISTING CDN
CO IN PROPOSED J.V. TO MFTRE BULLET PROOF VESTS.

A)SALES OF OVER \$100,000 MADE. B)CPPF STUDY
UNDERWAY AND CDN SALES POSSIBILITIES BEING
IDENTIFIED. C)JV LETTER OF INTENT SIGNED AND NOW
WITH LEGAL REPS. EXPECT PRODUCTION TO START
WITHIN 2 MONTHS.

QUARTER: 3 -CONTINUED PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISSION OF LATE 87. -WORKED EXTENSIVELY ON
MAJOR AIRPORT SECURITY PROJECT IN EFFORT TO SOLE
SOURCE CDN PRODS. -ASSISTED CDN CO IN ESTABLISH-
ING J.V. TO MANUFACTURE BULLET PROOF VESTS.

-IMPORTANT PROGRESS ACHIEVED WITH ID CARDS TEN-
DER WITH MINISTRY OF INTERIOR. -STUDY DEVELOPING
& RESULTS WILL BE KNOWN BY MAR 88. -CONTRACT
ALREADY SIGNED WITH PERUVIAN NAVY IN DEC 87.

QUARTER: 4 A) PROVIDED ASSISTANCE DURING VISIT OF CCC AND
CSP OFFICIALS RE AIRPORT SECURITY PROJECT.
B) ASSISTED CANADIAN COMPANY IN ESTABLISHING
JOINT-VENTURE TO MANUFACTURE BOMB DEACTIVATING
SUITS.

A) CONTRACT WILL BE SIGNED SECOND HALF OF MAY.
B) FIRST SAMPLE OF SUIT HAS ALREADY BEEN MANU-
FACTURED AT SIMA PLANT. CONTRACT WAS SIGNED
MARCH 1988.