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 : 606-LOS ANGELES

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

AEROSPACE & MARINE

DIRECT MAIL PROGRAM TO MAJOR U.S. PLAYERS

UPDATE OVERVIEW REPORT OF U.S. DEFENCE CONTACTS AND MAIL TO CANADIAN EXPORTERS.

COLLECT AND MAINTAIN A SUPPLY OF CANADIAN COMPANY BROCHURES.

INCREASE NUMBER OF LOCAL REPS OF CANADIAN FIRMS

SERIES OF U.S. INDUSTRY VISITS BY OFFICE TO UNCOVER BID OPPORTUN-ITIES.

ATTEND U.S. INDUSTRY 'VENDOR' DAYS AND SUPPLY RELEVANT

ELECTRICAL & ELECTRONIC

DIRECT MAIL PROGRAM TO MAJOR U.S. PLAYERS.

UPDATE OVERVIEW REPORT OF US DEFENCE CONTACTS AND MAIL TO CANADIAN SUPPLIERS

COLLECT AND MAINTAIN A SUPPLY OF CANADIAN COMPANY BROCHURES.

INCREASE NUMBER OF LOCAL REPS OF CANADIAN FIRMS.

SERIES OF US INDUSTRY VISITS BY OFFICE TO UNCOVER BID OPPORTUNI-

ATTEND US INDUSTRY VENDOR DAYS AND SUPPLY RELEVANT LITERATURE.

ALL SUB-SECTORS

FIRST USAF SPACE DIVISION WORKING GROUP DEC. 1 AND 2, 1987 FOR SPACE SUBSYSTEMS IN ALBEQUERQUE.

SET UP BRIEFING AT NAVAL OCEAN SYSTEMS CENTER (NOSC) IN SAN DIEGO ON DEVELOPMENT SHARING PROPOSALS.

ANTICIPATED RESULTS:

INCREASE U.S. AWARENESS OF CANADIAN SUPLIERS INCREASE CDN AWARENESS OF U.S. CONTACTS.

TARGET - INCREASE NUMBER OF LOCAL REPS OF CA-NADIAN AEROSPACE FIRMS BY 2 OR 3.

TARGET- UNCOVER 2 TO 3 NEW U.S. FIRMS WITH AEROSPACE REQUIREMENTS.

INCREASE US AWARENESS OF CANADIAN SUPPLIERS INCREASE CANADIAN AWARENESS OF US CONTACTS.

TARGET - INCREASE NUMBER OF LOCAL REPS OF CA-NADIAN ELECTRONICS FIRMS BY 5-10

TARGET - UNCOVER 25 NEW US FIRMS WITH ELECTR-ONICS REQUIREMENTS.

TARGET - 1 OR 2 DEVELOPMENT PROJECTS.

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