

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 :610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

DEVELOP BETTER CONTACTS WITH BUYERS AT LARGE. US DEFENCE ELECTRONICS CONTRACTORS IE LOCKHEED, FORD, AVANTEK AND APPLIED TECHNOLOGY.

WITH BETTER UNDERSTANDING OF LARGE AND CONFIRMING BUYER NETWORK, POST CAN BETTER ASSIST CANADIAN EXPORTERS.

WORK CLOSELY WITH THESE CANADIAN FIRMS WHICH HAVE EXPRESSED AN INTEREST IN NORTHERN CALIFORNIA DEFENCE ELECTRONICS MARKET BY ATTENDING MICROWAVE/MILLIMETER AND ELECTRO-OPTICS PRESENTATIONS.

THESE COMPANIES HAVE BEEN INTRODUCED TO MARKET AND FOLLOW-UP WILL BE ESSENTIAL TO THEIR SUCCESS IN WINNING LOCAL BIDS. WORTH \$10 MLN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Defence mission to Colorado and Utah Prime Defence contractors to intensify potential sub-contracting opportunities for Cdn defence product manufacturers and to meet with Hill AFB.

Obtained "shopping lists" from Martin Marietta, Ball, Texas Instruments, Hercules, Morton Thiokol & E-Systems that identified key items which could translate into sub-contracts. Post has done initial matching with Cdn capabilities.

QUARTER: 4 -----