

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 :519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE AEROSPACE STUDY.

PROVIDE DETAILED KNOWLEDGE OF KOREAN AEROSPACE PLANS TO CDN INDUSTRY.

COMPLETE INVENTORY OF AVAILABLE AGENTS.

ENSURE CDN FIRM AVOID AGENTS UNACCEPTABLE TO MND.

ESTABLISHED 4 NEW AGENCY ARRANGEMENTS.

TWO CATALOGUE AND VTR PRESENTATIONS IN TRADE CENTER.

INVOLVE 4 NEW CDN FIRMS IN MND PROCUREMENT ACTIVITIES.

PROPOSE CANADA/KOREA AEROSPACE COOPERATION AGREEMENT

ESTABLISHED AGREEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Hold two catalogue and one VTR presentation in the Trade Center.

Held 3 presentations, 2 by Canadair and 1 by Spar Aerospace. Canadair has appointed one agent and identified potential for the Challenger & CL215. Spar sold Imaging Systems to the Korean military

QUARTER: 4 A) Propose aerospace co-operation agreement
B) Complete inventory of available agents
C) complete aerospace study

A) On-going consultations with Korean industry and government
B) Inventory completed
C) completed last FY.