

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

85

POST :512-SINGAPORE

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

Incoming Defence Products Mission, June 89

Funds not provided

Undertake market study on defence products & services

Assisted Cdn exporters' awareness of local mkt potentials.

Asian Aerospace/Defence Exhibition 90

Assisted in show. rep agreements,lease/sales pot.fr Cdn cos

Follow-up market opportunities for Hitec in Sept 88

Improve Canadian market share

Develop contacts, liaise with procurement staff in aerospace/defence industries

Increase awareness of Cdn capabilities

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue to pursue regular contacts with Mindef Project Officers/local defence agents.

Assisted in introducing Cdn manufacturers to local defence agents, new Canadian products introduced to Mindef Project Officers and assisted local defence agents travelling privately to Canada.

QUARTER: 2 Made regular calls to Mindef Project Officers/local defence agents.

Sales of aircraft to other ASEAN countries worth C\$0.5 million. Assisted in two products presentations, including 2 new representation agreements and submitting a tender for upgrading existing RSAF aircraft.

QUARTER: 3 Development of closer ties with procurement and technical staff of Ministry of Defence. Increase awareness of Canadian capabilities. Identify opportunities for Canadian companies. Update of market study.

Cdn companies tendering for wide range of military products. Sales of aircraft simulators worth \$10m and clothing worth \$2m. Agency agreement established with Ministry of Defence subsidiary. Undertaking update of market study.

QUARTER: 4 12 Canadian companies participated at Asia Aerospace '90

Follow-up with MINDEF officials. Submitted NBC sample to MINDEF for verification. Sales of FF2 nite-finder worth C\$1m. Potential sales of Dash 8 worth C\$15m. Increased awareness of Cdn capabilities in sector.