

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 : 605-DETROIT

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AT THE U.S. ARMY TANK AUTOMOTIVE COMMAND WORKING GROUP EST. IN '86 TO IDENTIFY & RECOMMEND POTENTIAL PROJECTS FOR FUNDING UNDER THE DEFENCE DEV. SHARING AGREEMENT. WE WILL WORK CLOSELY WITH THIS GROUP TO KEEP ABREAST OF DEV. & TO INFORM THE ARMY OF CDN CAPAB'S

DEVELOP CLOSER CONTACT WITH SENIOR PROCUREMENT AND RESEARCH/ DEVELOPMENT/ENGINEERING PERSONNEL AT THE NAVAL AVIONICS CENTER AND NAVAL WEAPONS SUPPORT CENTER IN INDIANA.

CONTINUE TO IDENTIFY & CULTIVATE KEY CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION AT BOTH PRIME CONTRACTOR & MAJOR SUBCONTRACTOR LEVELS. WE WILL INTRODUCE THOSE CONTACTS TO CANADIAN BUSINESS & GOVERNMENT REPRESENTATIVES AS APPROPRIATE.

COMPUTERIZE PROFILES OF U.S. GOVERNMENT AND DEFENCE INDUSTRY CONTACTS AND PROCUREMENT REQUIREMENTS AND POLICIES.

DEVELOP CLOSER WORKING RELATIONSHIP WITH OFFICE OF THE TACOM COMPETITION ADVOCATE.

ORGANIZE VISIT TO OTTAWA (DEA, CCC, DRIE, DND, ) FOR MEMBERS OF DDSP WORKING GROUP FROM TACOM.

ADDITIONAL OPPORTUNITIES FOR CDN CO. TO PARTICIPATE IN U.S. MILITARY R&D PROJ. WITH POSSIBILITY OF SUBSEQUENT PRODUCTION AND SALES.

INCREASED AWARENESS AMONG CENTER'S PERSONNEL OF THE DDSA & DPSA. BETTER KNOWLEDGE ON OUR PART OF PROCUREMENT/PRODUCTION & DEVELOPMENT OPPORTUNITIES FOR CDN BUSINESS.

INCREASED SUBCONTRACTING OPPORTUNITIES FOR CANADIAN COMPANIES.

WILL ENABLE CANADIAN COMPANIES TO TARGET POTENTIAL MARKETS MORE ACCURATELY.

INCREASED CONSIDERATION GIVEN BY THE ARMY TO CANADIAN SUPPLY SOURCES.

ENHANCE DDSA AS KEY INTERNATIONAL AGREEMENT; RAISE MEMBER'S AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 IDENTIFY & RECOMMEND POTEN'L PROJS FOR JOINT FUNDING UNDER DEFENSE DVLPMNT SHARING AGREEMENT (DDSA). COMPUTERIZE PROFILES OF USA GOVT & DEF. IND. CONTACTS, ETC. DEVELOP & IMPROVE ON CONTACTS AT MAJOR DEFENCE INSTALLATIONS.

QUARTER: 3 -----

QUARTER: 4 -----

PROJ. AGREEMENT UNDER DDSA SIGNED FOR WATER HEATER SYSTEM. PLUS "PRIORIZED" LIST OF TACOM R&D PROJS FORWARDED TO EXTOTT TDU FOR EVALUA'N. -PROJ. 70% COMPLETE & ON TRACK. -COMPLETED CALL ON NAVAL AVIONICS CENTRE & ATTENDED COMBAT