

REPT4D  
90/04/05

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

POST :619-ATLANTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE DIRECTORY OF MARKETING REPRESENTATIVES  
IMPROVED ACCESS TO DEFENCE PRIMES

EST. WORKING GROUP FOR JOINT DEV'T OF TRAINING/SIMULATION  
INCREASED PARTICIPATION IN ARMY & NAVY TRAINING AND

CALLS TO MADE ON MILITARY COMMANDS IN TERRITORY  
UNCOVER NEW OPPORTUNITIES FOR PRODUCTION AND DEVELOPMENT

PREPARE BRIEF-US DEFENCE PRIME CONTRACTORS ON TRADE DOCUMENT  
RELIEVE IRRITANTS FOR MAJOR U.S.A. CONTRACTORS

WORKSHOP "HOW TO PREPARE PROF. DEFENCE CONTRACT PROPOSALS."  
REDUCE PRIME CONTRACTOR PROBLEMS IN DEALING WITH CDN

SIMULATION PROJECTS

SHARING

(EG. E-SYSTEMS)

SUPPLIERS, THEREBY INCREASING CDN COMPONENT EXPORTS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Meeting of Canada/U.S. Army Missile Command  
working Group.  
2. Two officers attended Hitec '89

1. Established permanent Working Group to review  
projects for DDSA.  
2. Interviewed approx 70 Cdn firms and working  
with 10 to develop manufacturers reps.

QUARTER: 2 1.Canadian Simulation and Training Devices  
Exhibition, Orlando.  
2.Follow-up on MICOM Working Group meeting.  
conductivity with US Navy.

1.16 Cdn. companies demonstrated capabilities to  
USN and private sector.  
2.Established program for 2nd MICOM WG meeting  
in Canada and for "Canada Day" at MICOM.  
3.Project proposal being prepared.

QUARTER: 3 Post Officer accompanied CDN Marconi to Raytheon  
in Tn. and was successful in reversing refusal  
of Raytheon to let CDN Marconi on bidders list.  
Post officer took SCI Technology of Alabama on  
msn. to CDA and arranged meeting with CDN Marcon

CDN Mar. was second lowest bidder on contractfor  
USD\$ 4.2 mil of printed circuit boards and will  
be in position to bid on future buys.at Raytheon.  
AS result of meeting CDN Mar. has submitted bid  
to SCI on contract valued at USD\$ 1.6.

QUARTER: 4 -----