

REPT4D  
90/01/23

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 :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK W/DAN. GOVT & IND TO MINIMIZE IMPACT OF OFFSETS ISSUE.  
CONTINUED SALES POSSIBILITIES

REG CALLS ON KEY DEC MAKERS IN DEFENCE. CE BUDGET SQUEEZE  
TO MAINTAIN CDN MARKET SHARE IN FACE OF SEVERE DANISH DEFEN-

FOLLOW UP TO DEFENCE PRODUCTS MISSION DEC.88  
INTRODUCTION OF NEW CANADIAN SUPPLIERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Hi-Tech/Arm, Ottawa  
- Paris Air Show

-Comm.Counsellor briefed 37 Cdn companies on prospects in Denmark. - Sales of \$2.9M during period were realized. - Comm.Counsellor attended & promoted sale of Dash 8 to Danish firm as well as identifying new tech transfer opportunities

QUARTER: 2 -Support to C-Tech in their bid for fixed sonars to Danish Navy.  
-Address growing Danish concern over SNC Armaments slowness of uptake on offset.

-Met with Naval procurement and advised Cdn firm on revision of bid - resulted in contract going to C-Tech.  
-Made representations to Danish authorities and accomp Cdn V-P on mtgs with DK Min & Fed of Ind.

QUARTER: 3 -----

QUARTER: 4 -----