

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 : 618-MINNEAPOLIS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.

PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/
SUB-SECTOR.

ANTICIPATED RESULTS:

INCREASE NUMBER OF CANADIAN FIRMS QUALIFIED
AS VENDORS AT HONEYWELL.

DEVELOP INCREASED INTEREST & NUMBER OF CDN
FIRMS CONTACTING DEFENCE CONTRACTORS IN
TERRITORY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A) FOLLOW UP ON ELECTRONICS INVESTMENT SEMINARS
B) HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE
PRODUCTS DIVISION.

QUARTER: 2 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE
SYSTEMS GROUP.

QUARTER: 3 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENSE
SYSTEMS GROUP.

QUARTER: 4 HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENSE
SYSTEMS GROUP

QUARTERLY RESULTS REPORTED:

A) 2 FIRMS PARTICIPATING IN SEMINARS HAVE ANNOUNCED
INTENTIONS TO INVEST IN CDN OPERATIONS. B) A
NEW PROPOSAL FOR THE SEMINAR IS BEING SUBMITTED
AT A HIGHER LEVEL IN HONEYWELL. CONTACT APPEARS
RECEPTIVE TO PROPOSAL.

PROPOSAL FOR SEMINAR & SUPPORTING SETS OF
LITERATURE HAVE BEEN GIVEN TO CO-CHAIRMAN OF
HONEYWELL'S PROCUREMENT COUNCIL. PRESENTLY AWAITING
RESPONSE.

PROPOSAL FOR SEMINAR HAS BEEN EVALUATED BY PRO-
CUREMENT COUNCIL AT HONEYWELL WHICH INDICATED A
PREFERENCE FOR A DIFFERENT FORMAT. A MISSION OF
HONEYWELL TO CDA WILL BE PROPOSED IN THE APRIL-
JUNE QUARTER 1988.

SEMINAR PROPOSAL WAS NOT ACCEPTED BY HONEYWELL'S
PROCUREMENT COUNCIL. MISSION OF SIX HONEYWELL
PERSONNEL WILL, HOWEVER, BE ATTENDING SUBCONTRACTING
CONFERENCE II IN TORONTO, MAY 19-20, 1988.