

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

81

POST :431-HELSINKI

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

LOCATE NEW POTENTIAL AGENTS FOR CDN DEFENCE PRODS SUPPLIERS. ARE INVITED TO BID ON AT LEAST 2 NEW PROJECTS.
INCREASED PRESENCE OF CDN DEFENCE PROD: ENSURE THAT CDN CO.

DEFENCE PRODUCTS AND RELATED SERVICES REPORT.
IMPROVE KNOWLEDGE OF FINNISH MARKET IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Finland's Market Overview report prepared for
participation in Hitec 89.

Extremely worthwhile to raise interest in this
small but rich market.

QUARTER: 2 Demonstration of Canadian equipment organized by
Canadian manufacturer and local agent.

Parties involved seemed to be interested.

QUARTER: 3 1. Promote integrated interception and radio
direction finding equipment to Finnish Air
Force.

1. Canadian supplier and its Finnish agent well
positioned.

QUARTER: 4 1. Actively supported NT's bid to Finnish
defence for communication network.
2. Finnish Defence Mission to Canada project
initiated.

1. NT was among finalists. Contract awarded to
Swedish competitor.
2. Finnish authorities interested and timing of
event set for Fall 90.