REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :612-WASHINGTON

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE & MARINE		
	WORKING WITH NAVY & ASD WKG. GRP. & ADATS SUBCOMMITTEE TO IDENTIFY JOINT DEVELOPMENT OPPORTUNITIES.	INCREASED R&D PROJECTS LEADING TO EXPORT SALES, $70 MILLION.
	ENCOURAGE CAPABLE CDN FIRMS TO COMPETE IN THIS MARKET THROUGH INDIVIDUAL COUNSELLING, GROUP SEMINARS, HI-TECH CONFERENCE, ETC.	INCREASED EXPORT SALES, $25 MILLION
	MONITOR DEVELOPMENTS IN CONGRESS AND DOD AFFECTING CDN ACCESS TO US DEFENCE MARKET AND ATTEMPT TO ENSURE THAT CDN INTERESTS ARE ADEQUATELY CATERED	CONTINUED ACCESS TO US DEFENCE MARKET.
	SERIES OF INDUSTRY PRESENTATIONS AT EMBASSY. (ONE OR MORE COMPANIES PER BRIEFING).	R&D CONTRACTS AND INCREASED SALES, VALUE $14 MILLION.
	COMPREHENSIVE INVESTIGATION OF SPACE-RELATED R&D AND PROCUREMENT OPPORTUNITIES WITH NASA, DARPA & US AIR FORCE.	INCREASED R&D CONTRACTS AND SALES, VALUE $70 MILLION.
ARMAMENTS & VEHICLES		
	ESTABLISHMENT OF NEW DDSA WORKING GROUPS WITH MICOM, ARDEC, CRDC & BELVOIR RD CENTER.	INCREASED DDSA PROJECTS LEADING TO INCREASED SALES, VALUE $70 MILLION.
	CONTINUE TO WORK WITH MAJOR CANADIAN SUPPLIERS TO IDENTIFY AND SECURE MARKET ACCESS (EG. DIEMACO, BRISTOL, CANADAIR, CDC, GM, BOMBARDIER).	INCREASED SALES, $300 MILLION.
	FOLLOW UP TO PRECISION GUIDED MISSILE STUDY.	INCREASED SALES OF MISSILE COMPONENTS, $250 MILLION.
	SERIES OF INDIVIDUAL COMPANY PRESENTATIONS AT EMBASSY TO DOD OFFICIALS.	INCREASED SALES, $65 MILLION.
ELECTRICAL & ELECTRONIC		
	COMPLETION OF SEVERAL MAJOR ONGOING DDSA PROJECTS IN THIS AREA AND SIGNING UP OF ADDITIONAL NEW PROJECTS.	SIGNIFICANT EXPORT SALES, $45 MILLION.
	ESTABLISHMENT OF NEW DDSA WORKING GROUP WITH NATICK.	INCREASE IN DDSA PROJECTS LEADING TO INCREASED SALES. $12 MILLION.
	INDIVIDUAL COMPANY REPRESENTATIONS TO DOD OFFICIALS AT EMBASSY.	- TO INTRODUCE CANADIAN COMPANIES TO KEY CONTACTS IN DOD. - INCREASED SLAES $16 MILLION.