

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 : 415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH SENIOR MILITARY OFFI-  
CIALS NOTABLY PROCUREMENT & TECHNICAL STAFF IN NAVY AND ARMY

IMPROVE ACCESS FOR CDN BUSINESSMEN & PRODUCTS  
TO MORE SENIOR LEVELS THAN WAS PREVIOUSLY THE  
CASE

ENHANCE IMAGE OF RELIABILITY OF CDN DEFENCE PRODUCTS THROUGH  
FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS IN WHICH  
DIFFICULTIES HAVE ARISEN

INCREASE OPPORTUNITY TO BID ON NETHERLANDS  
DEFENCE REQUIREMENTS

RESEARCH DEVELOPMENT & PRODUCTION STEERING COMMITTEE MEETING IN  
CANADA IN 1988 AND VISIT BY NETHERLANDS DELEGATION TO A NUMBER  
OF DEFENCE INDUSTRIES.

MAINTAIN & IMPROVE CONTACTS WITH NETHERLANDS  
MOD; ALLOW NETHERLANDS OFFICIALS TO SEE NEW  
DEFENCE PRODUCTS.

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION FOR RDP STEERING COMMITTEE MEETINGS  
IN NETHERLANDS - OCTOBER 1987

DIRECTOR-GENERAL DEFENCE PROGRAMS BRANCH EXTOTT  
AND DRIE AND DND OFFICIALS MET COUNTERPARTS TO  
PREPARE RDP.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----