

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 : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

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| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
| | EXPANDED CONTACTS WITH MAJOR INTERNATIONAL PRIME CONTRACTORS | INCREASED SUB-CONTRACT OPPORTUNITIES FOR CANADIAN INDUSTRY. |
| | INCREASED CONTACT WITH LOCAL CONSULTING ORGANIZATIONS. | MORE EXPERT ASSISTANCE TO CANADIAN FIRMS SEEKING INVOLVEMENT IN NATO PROGRAMS. |

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| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
| QUARTER: 1 | BRIEFINGS BY NORTHERN TELECOM TO SHAPE TECHNICAL CENTRE AND TO NATO COMMUNICATIONS AND INFORMATION SYSTEMS AGENCY ON ISDN. | BRIEFINGS PLANNED & COORDINATED BY DELEGATION DURING WHICH TEAM OF B NT & BNR REPS GAVE TECHNICAL PRESENTATION ON STATUS OF ISDN. DISCUSSION CENTERED ON FUTURE MULTI-BILLION DOLLAR NATO REQUIREMENT OF ISDN TECHNOLOGY. |
| QUARTER: 1 | SYSTEM HOUSE BID TO JOIN AMS CONSORTIUM AS ASSOCIATE MEMBER. | CULTIVATION OF CONSIDERABLE POST EFFORT LED TO 3 DAY MEETING BETWEEN SYSTEM HOUSE & AMS, DURING WHICH SYSTEM HOUSE HAD OPPORTUNITY TO REVIEW ACCS DOCUMENTATION & IDENTIFY POSSIBLE AREAS OF COLLABORATION WITH AMS. |
| QUARTER: 1 | WARDAM II | POST CONDUCTED RIGOROUS & HIGHLY DETAILED REVIEW OF WARDAM PUMP ENGINE SPECIFICATIONS. REVIEW LED TO CONCLUSION THAT SPECIFICATIONS WERE BIASED TO NON CANADIAN MANUFACTURERS. POST THEN PURSUED MATTER IN P & P & NATO PIPELINE COMMITTEES. |
| QUARTER: 1 | PRESENTATION BY NORSTAR TO NATO PANEL ON SATELLITE GPS. | POST INITIATED AND ORGANIZED PRESENTATION INVOLVING DYNAMIC DISPLAY OF NORSTAR GPS TECHNOLOGY TO FULL NATO PANEL. |
| QUARTER: 1 | ON GOING CANADIAN INDUSTRY PRESENTATIONS TO NATO COMMITTEES. | POST ORGANIZED AND ASSISTED IN PRESENTATIONS BY MACDONALD DETWILLER, SPECTRE INDUSTRIES AND AMTEK LTD. |
| QUARTER: 1 | MEETING BETWEEN CHAIRMAN OF THE BOARD AND GENERAL MANAGER OF ACCSCO AND COUNSELLOR (DEFENCE PRODUCTION) ON FUTURE PARTICIPATION IN ACCS PROGRAM. | DISCUSSION REVIEWED PROGRESS IN INDUSTRIAL PLANS FOR ACCS PRODUCTION SHARING AND ESTABLISHED POST AS POINT OF CONTACT FOR COORDINATION OF CANADIAN PARTICIPATION IN ACCSCO CONSORTIUM. |
| QUARTER: 2 | ----- | |
| QUARTER: 3 | ----- | |
| QUARTER: 4 | ----- | |