

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 : 601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REVITALIZE CDA/ESD WORKING GROUP

ADVISING CANADIAN COMPANIES OF CBD ACTIVITY IN REGION.

ANTICIPATED RESULTS:

ENHANCE R. & D. OPPOTURNITIES IN COMMUNICA-  
TIONS AND ELECTRONICS.

MORE BIDS FROM CANADIANS ON U.S. MILITARY  
CONTRACTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HELD SEMI-ANNUAL CDA/ELECTRONIC SYSTEMS DIVISION  
WORKING GROUP MEETING.

QUARTER: 1 CANADA U.S. SUBCONTRACTORS CONFERENCE MONTREAL  
, CANADA JUNE 16-17, 1987.

QUARTER: 2 ORGANIZED SEMINAR AT HANSCOM AIR FORCE BASE ON  
ATALARS AND MICROWAVE LANDING SYSTEMS.

QUARTER: 3 ORGANIZED SEMI-ANNUAL CDA/US AIR FORCE ELEC-  
TRONICS SYSTEM DIVISION WORKING GROUP MEETING.

QUARTER: 4 IN EFFORT TO EXPAND PARTICIPATION BY ATLANTIC  
PROVINCES COMPANIES INTO NEW ENGLAND POST SPON-  
SORED SOLO DEFENCE SHOW FOR NEW BRUNSWICK FIRMS  
TO BOSTON.

QUARTER: 4 CONTINUED EFFORT TO PROMOTE CANADIAN BUSINESS  
PROSPECTS WITH U.S. MILITARY UNDER DEFENCE DEVE-  
LOPMENT SHARING PROGRAM.

QUARTERLY RESULTS REPORTED:

POSSIBLE SHARED DEVELOPMENT PROJECTS IDENTIFIED.  
GROUNDWORK LAID FOR BRIEFINGS ON AIR TRAFFIC CO-  
NTROL.

17 BUYERS FROM 6 DEFENCE PRIME CONTRACTORS IN  
THE NEW ENGLAND TERRITORY VISITED CDN MFRS IN  
MONTREAL FOR THE PURPOSE OF EXPANDING THEIR VEN-  
DOR BASE.

INTRODUCED CANADIAN COMPAIES AND PROMOTED CDN  
CAPABILITIES WITH TECHNICAL AND PROCUREMENT  
STAFF AT HANSCOM AFB.

MTG RESULTED IN IDENTIFICATION OF SUB-SECTOR  
WHERE CDN COS WILL BE BIDDING FOR R&D BUSINESS.  
US AIR FORCE AGREED TO CDN PARTICIPATION AT  
PHOTONICS BRIEFING AT ROME AIR FORCE BASE IN  
MARCH 88.

N.B. COS PARTICIPATED IN 4 DAY "INTERTEK" MISSION.  
PROGRAM ORGANIZED IN CLOSE COOPERATION WITH N.B.  
DEPT. OF COMMERCE/TECHN, WITH SUPPORT OF DRIE  
MNCTN. POST INITIATED NTS SUPPORT \$50,000. PRE-  
LIMINARY RESULTS INDICATE EXPOSURE ACHIEVED,

\*8 COS BROUGHT TO USAF BRIEFINGS ON LEADING EDGE  
PHOTONICS TCEHN. FOLLOW-UP STILL IN PROGRESS. \*4  
COS BROUGHT TO USAF BRIEFINGS ON SDI/ADI. PARTI-  
CIPATION OF CDN BRIEFER ARRANGED. FOLLOW-UP IN  
PROGRESS. \*INITIAL MTG OF CDA/US ARMY NATICK