

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 435-COPENHAGEN

DENMARK

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
VISIT OF TDD, COL. LAST DND, A. M. WILLIS DRIE AND D.
COLLINS TPD FOR CANADA DENMARK INFORMAL RDP DIS-
CUSSIONS AND EXCHANGE OF VIEWS ON OFFSETS ISSUE
JUNE 11.

ARRANGED MEETINGS & ACCOMPANIED GROUP. HOSTED
WORKING LUNCHEON. GOOD EXCHANGE OF VIEWS WITH
DANISH MIN. OF DEFENCE, DEFENCE STAFF AND MIN. OF
INDUSTRY.

005-COMM. & INFORM. EQP. & SERV
-INCOMING COMPUTER JOURNALIST TO CDA JUNE 87 -
MOBILE DATA INT'L PROD. DEMONSTRATION MAY 87 -SE-
MI TECH MICROELECTRONICS - ACADZ INC. - REPOR-
TING RE DANISH SATELLITE TV LIBERALISATION -MAR-
KET ASSESSM. FOR POTENT. MEMBERS FALL 88 MISSION

-CDN. EXPOSE-ARTICLE EXPECTED PUBLISHED AUG. 88 -
NEW POTENT. CUSTOMERS IDENTIF. -SALES OFFICE ESTAB
-DISTRIBUTOR EXPECTED BY AUG. 87 - EXPECTED
ANNUAL SALES: \$120,000 - COMPLETED - COMPLETED.

001-AGRI & FOOD PRODUCTS & SERVICE
THIS SECTOR GENERATES NEARLY HALF RESPONSIVE
WORK LOAD. THEREFORE NO ACTIVITIES PER SE ARE
PLANNED AS SIMPLY KEEPING UP WITH REQUESTS AL-
READY IMPLIES A HEAVY ALLOCATION OF SCARCE POST
RESOURCES.

-HANDLED 195 ENQUIRIES. - SENT 2 INFORMAL AG
SITUATION REPORTS. - SEE ITEMS 3, 4 AND 8 UNDER
UNEXPECTED EVENTS.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ESTABLISH CLOSER CONTACTS WITH KEY MILITARY
PLANNERS AND MATERIAL OFFICERS.

VISITED AIR MATERIAL COMMAND, ARRANGED FOR CDN.
MILITARY ATTACHE TO VISIT NAVAL MATERIAL COMMAND
(AS CIVILIAN VISITS NOT ENCOURAGED). MET WITH MIN
OF DEFENCE PLANNING STAFF ON THEIR PROPOSED DE-
FENCE PLAN AND PROCUREMENT.

999-MULTIPLE SECTORS
-PHASE 1 OF MARKETING PLAN TO ESTABLISH CONTACT
WITH DANISH TECH. INSTITUTES SO THAT THEY COULD
ASSIST US IN IDENTIFYING APPROPRIATE DANISH
TECH. - PROGRAM OF CALLS ON SELECTED DANISH
FIRMS.

- PHASE 1 COMPLETED. SEE FULL REPORT OUR MEMO
JUNE 25, 87. COPY FORWARDED TO RWT.
- SIX CALLS COMPLETED.