

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 : 606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

PROVIDE A DATA BASE OF CANADIAN CAPABILITIES ON A DISKETTE FOR
DISTRIBUTION.

IMPROVE U.S. ACCESS TO DATA

PROMOTING CANADIAN DEFENCE R & D CAPABILITY TO U.S. DEFENCE
INDUSTRY.

IMPROVE PENETRATION HIGH TECH SALES.

PROMOTING CANADIAN DEFENCE R & D CAPABILITY TO U.S. DEFENCE
INDUSTRY.

IMPROVE PENETRATION HIGH TECH SALES.

PUBLISH A "GUIDE TO SELLING DEFENCE PRODUCTS IN S. CALIFORNIA".

BETTER INFORMED CDN INDUSTRY ON LOCAL
REPRESENTATION, ETC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SPACE DIVISION WORKING GROUP MEETING
BASIS DEVELOPED FOR ESTABLISHMENT OF WORKMANSHIP
GROUP.

DEFENCE WHITE PAPER BRIEFING
TO DEVELOP AWARENESS OF AND SUPPORT FOR CDN DEF-
ENCE POLICY OVER 100 PRIORITY CONTACTS ATTENDED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----