

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 : 610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GUIDE TO DEFENSE-RELATED CONTACTS IN NORTHERN CALIFORNIA  
DEVELOPED BY POST

\$10-20 MILLION SALES

MICROWAVE TECHNOLOGY SEMINAR- COMMERCIAL AND MILITARY APPLICATION

\$5 MILLION SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 GUIDE TO DEFENCE - RELATED CONTACTS IN N. CANADA  
DEVELOPED BY POST.

PROJECT DEFERRED TO NEXT FISCAL YEAR TO BE IN-  
CORPORATED IN LARGER PROJECT HIGHLIGHTING REPRE-  
SENTATIVES OF CANADIAN COMPANIES IN POST  
TERRITORY.

QUARTER: 4 MICROWAVE TECHNOLOGY SEMINAR - COMMERCIAL AND  
MILITARY APPLICATION.

ACTIVITY FOLLOW-UP TO 86/87 PROJECT POSTPONED TO  
ALLOW MORE TIME FOR COMPANIES TO ASSESS LEADS  
AND CONTACTS DEVELOPED DURING INITIAL ACTIVITY.