

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 :602-CHICAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

ORGANIZE INCOMING TROSCOM SURVEY TO TORONTO AND MONTREAL, MAY 1988

TO ESTABLISH THREE BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED FOLLOW-UP WITH PARTS I DEC 85 AERO-SPACE SEM. HELD IN ST. LOUIS. FOLLOW-UP WITH PARTS OF FEB 88 AVSCOM SEM. PART'D IN DEA/AVSCOM DDSP JOINT WORKING GROUP. AVSCOM SURVEY MISSION TO TRNTO AND MTL. LIAISE W/MILITARY COMMANDS

4 BUYING CONNECTIONS. ADD'L \$4.298 MN SALES REPORTED. 2 LOCAL AGENTS HIRED, \$160,000 SALES REPORTED. PROJ. VALUED AT \$1.6 MN APPROVED. POSTPONED-US ARMY LACKS FUNDS UNTIL 31OCT88. ALL COMMANDS VISITED, CALLS MADE ON KEY CONTACTS.

QUARTER: 2 AVSCOM Competition Advocates mission to Canada. Continued liaison with military commands. Follow-up to Feb. 88 mission to St. Louis

AVSCOM group participated in Western HITECH. 2 commands visited 3 times ea. during period. 1 agency agreement signed; 1 source approval in progress.

2. 4 Nov 88 outgoing mission to AVSCOM

2. Planning has commenced

QUARTER: 3 Avscom Specifier to Western High Tech
Troscom Specifier to Western High Tech
Outgoing Mission to Avscom
Sustained visits to Commands

Completed-34 \western Cdn coys interviewed
Completed-21 Western Cdn coy interviewed
9 reps/7 coys participated-2 agents signed
1 coy source approved-1 additional source approval in process.

QUARTER: 4 Outgoing Mission to AVSCOM; Produce Summary of U.S. Army Requirements; Identify opportunities to supply subcontractors; Develop list of defence related coys; liaison with military commands; produce Guide to U.S. Military Market

3 buying connections established.
Subcontractor list sent to HQ and all ITCs in Cda.
AVSCOM to participate in Hitec 89.