

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 : 602-CHICAGO

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	<b>AEROSPACE &amp; MARINE</b>	
	FOLLOW-UP WITH AVSCOM/TROSCOM PARTICIPANTS AT US/CANADA AEROSPACE SEMINAR HELD IN ST. LOUIS, DECEMBER 1985 AND AVSCOM INCOMING MISSION.	\$10M ADDITIONAL EXPORTS PER YEAR.
	PARTICIPATE IN JOINT US/CDA WORKING GROUP TO BE ESTABLISHED TO EXPLORE AVSCOM DDSP OPPORTUNITIES AND INITIATE R&D PROJECTS.	\$25M DDSP PROJECTS OVER 5 YEARS.
	DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF COMPONENTS, PARTICULARLY IN ST. LOUIS AREA. (SEE ALSO TRANSPORTATION SECTOR.)	\$10M ADDITIONAL EXPORTS PER YEAR.
	<b>ARMAMENTS &amp; VEHICLES</b>	
	DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF COMPONENTS. (SEE TRANSPORTATION SECTOR.)	\$5M ADDITIONAL EXPORTS PER YEAR.
	<b>ELECTRICAL &amp; ELECTRONIC</b>	
	DEVOTE MORE EFFORT TO SUBCONTRACTING OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF COMPONENTS.	\$5M ADDITIONAL EXPORTS PER YEAR.
	<b>OTHER DEFENSE PROD &amp; SERV.</b>	
	EXPLORE DDSP OPPORTUNITIES, IN PARTICULAR DEFENSIVE CHEMICAL EQUIPMENT AND SECURITY PRODUCTS.	INITIALLY MODEST, BUT BETTER THAN NOTHING AS NOW.

---

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	PRODUCE "INTRODUCTORY GUIDE TO THE DEFENSE MARKET IN ILLINOIS, WISCONSIN & MISSOURI". ORGANIZED MISSION OF 13 COYS TO PARTICIPATE IN AVSCOM'S COMPETITION ADVOCATES' SYMPOSIUM.	GUIDE COMPLETED WITH FIRST 100 COPIES DISTRIBUTED TO COYS DURING RECENT MISSION AND HITEC. 1 AGENT APPOINTED-TOTAL OF 5 CONTRACTS BEING PURSUED.