

REPT4D  
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

34

POST :423-BONN

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:OTHER DEFENSE PROD & SERV.

FOLLOW UP ON TRADE ENQUIRIES FROM SECURITY '88 FAIR  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

REQUEST CDN SUPPLIERS TO SUBMIT NEW PRODUCT INFO FOR DISTR.  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

CONTINUE SURVEY OF GERMAN MFGRS AND INSTALLERS INTEREST  
IMPROVED ABILITY TO TARGET MARKET SEGMENTS.

CLOSER MONITORING OF FRG GOVT PROCUREMENT  
CDN BIDS ON UP TO 10 MAJOR TENDERS.

SUB-SECTOR PROFILES OF FRG SECURITY PRODUCTS MARKET  
IMPROVED TARGETING OF PROMOTIONAL WORK AND EXPECTED

UP DATE OF DEA LITERATURE ON CDN EXPORT CAPABILITIES  
ON SITE SALES AT SECURITY '90 AS ABOVE.

SUB-SECTOR:MARINE

PRESENTATION ON NFR 90 FRIGATE PROGRAM  
MARKET IDENTIFICATION.

HITEC 90  
SUPPLIER IDENTIFICATION.

NAVAL INDUSTRY LIAISON  
MARKET IDENTIFICATION.

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP TO 1988 DEFENCE MISSION TO GERMAN  
EXPANDED CONTACTS WITH LOCAL COS.

HITEC 89 MEETINGS WITH CAN. FIRMS  
IDENTIFICATION OF NEW SUPPLIERS.

FOLLOW-UP OF 1987 RESEARCH DEV. & PROD. MEETING  
MARKET OPPORTUNITIES.

NATO FRIGATE PROGRAM  
EXPORT OPPORTUNITIES.