

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 : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE INDUSTRIAL COOPERATION LINKS BETWEEN CANADIAN & UK FIRMS  
IN CONNECTION WITH MAJOR DND PROCUREMENT PROJECTS (NSA, CASAP,  
TCCCS ETC. )

GREATER UK FAMILIARITY WITH CDN CAPABILITIES  
LEADING TO INDUSTRIAL TEAMING - LONG TERM  
INDUSTRIAL BENEFITS TO CANADA

FOLLOW UP TO FARNBOROUGH '86 AND RDP/UK TRADE INDUSTRIAL MISSION  
TO CANADA FALL '86

PURSUIT OF NEW RESEARCH, PRODUCTION AND  
MARKETING TARGETS.

POST REPRESENTATIVE AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR '87)  
AND AT PARIS AIR SHOW (JUNE '87)

MEETINGS WITH SOME 75 CANADIAN EXPORTERS SEE-  
KING TO BOOST SALES TO UK AND INDUSTRY TO  
INDUSTRY COOPERATION

HOST '87 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEE-  
TING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN LONDON.

STIMULATE UK INTEREST IN GREATER INTER-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON  
DEFENCE R&D & PROCUREMENT.

ORGANIZE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR  
HAND PICKED UK AUDIENCE.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-  
CONTRACT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----