

POST : 608-NEW YORK, CONSULATE GENERAL

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

POST WORKS WITH SUPPLIERS ON A CONTINUING BASIS BY INTRODUCING THEM TO DEFENCE CONTRACTORS AND INFORMING OF OPPORTUNITIES.

NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES.

PARTICIPATES IN HIGH TECH CONFERENCE ON AN ANNUAL BASIS AND PROVIDES GUIDANCE TO CANADIAN FIRMS WISHING TO ENTER DEFENCE MARKETS HERE.

NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES.

PROPOSAL FOR DESIGN ENGINEERING SHOW SEPT 87 AND/OR PROPOSALS ON NEW PROMOTIONAL TECHNIQUES FOR SPECIFIC DEFENCE SEGMENT E. G. INVESTMENT CASTINGS TO BE HELD LOCALLY.

\$2 MILLION IN NEW SALES FOR DEFENCE ORIENTED INVESTMENT CASTING SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ESTABLISHED DEFENCE DEVELOPMENT SHARING AGREEMENT KING GROUP AT CECOM, FT. MONMOUTH. GROUP WILL ASSIST IN IDENTIFYING PROJECTS SUITED TO JOINT DEVELOPMENT SHARING BETWEEN CDA/US UNDER DDSA ORGANIZE & OBTAIN PARTICIPATION OF 15 CDN/

INAUGURAL MEETING OF DDSA WORKING GROUP PLACE ON MAY 21ST AT WHICH TIME BRIEFING WAS GIVEN ON OBJECTIVES OF THE DDSA BETWEEN CDA/USA. OBJECTIVE WAS MET AND 15 CDN COS. PARTICIPATED IN CANADA AT FORT MONMOUTH.

QUARTER: 2 EXPLORATION OF POSSIBILITY OF ESTABLISHING DDSP WORKING GROUP AT U. S. ARMY ARMAMENT RESEARCH, DEVELOPMENT AND ENGINEERING CENTER (ARDEC), PICATINNY, NJ.

INITIAL MEETING WAS HELD WITH THE REPRESENTATIVES OF THE INTERNATIONAL PROGRAMS DIVISION AND THERE WILL BE FOLLOW UP MEETINGS TO EXPLORE THIS CONCEPT FURTHER. INITIAL REACTION IS VERY POSITIVE.

QUARTER: 3 MEET WITH REPRESENTATIVES OF THE AFAS RESEARCH TEAM AT US ARMY ARMAMENT RESEARCH, DEVELOPMENT & ENGINEERING CENTER (ARDEC) PICATINNY TO DISCUSS CDN CAPABILITIES & HOW THEY MAY CONTRIBUTE TO EFFECTIVE SOURCING FOR US ARMY.

AFAS TEAM WILL VISIT CDA IN APRIL TO MEET WITH GOV'T OFFICIALS (DND, EXTOTT) & NO. OF CDN COS. CAPABLE OF MAKING CONTRIBUTION IN R&D TO AFAS DEVELOPMENT PGM WITH ESTIMATED VALUE OF US\$270M OVER 5 YR PERIOD.

QUARTER: 3 FOLLOW UP & MONITOR DEVELOPMENTS & ENQUIRIES RESULTING FROM THE MONTREAL SUBCONTRACTING CONFERENCE OF JUNE 1987.

INITIAL CONTRACTS OF \$4M GENERATED FROM THIS EXERCISE HAVE EXCEEDED OUR EXPECTATIONS & WE ANTICIPATED ADDITIONAL FOLLOW ON BUSINESS.

QUARTER: 4 PARTICIPATE IN HITECH CONFERENCE, OTTAWA, MARCH 7 - 11.

INTERVIEWED & COUNSELLED SOME 50 PARTICIPANTS AT HITECH 88 ON MKT OPPORTUNITIES IN THE DEFENCE SECTOR. IN ADDITION, RECRUITED PARTICIPANTS FOR THE CDA/U.S. SUBCONTRACTING CONF TO BE HELD MAY 17-18 IN TOR & FOR FALL DESIGN ENG SHOW, OCT, NY