REPORT 4
88/10/21

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:
AEROSPACE & MARINE		
	CONTINUED FOLLOW UP WITH PARTICIPANTS IN POST INITIATED AEROSPACE SEMINAR HELD IN ST. LOUIS IN DECEMBER 1985.	3 INCREMENTAL BUYING CONNECTIONS/ $5 MILLION
	PARTICIPATE ACTIVELY IN DEA/AVSCOM DDSP JOINT WORKING GROUP	TO IDENTIFY AND SECURE $25 MILLION IN NEW DDSP PROJECTS OVER 5 YEARS.
	DEVELOP DEFENSE INDUSTRIAL PROCUREMENT LIST TO INCLUDE SUBCONTRACTOR SOURCING REQUIREMENTS IN ST. LOUIS AREA.	TO ESTABLISH 5 BUYING CONNECTIONS LEADING TO $5 MILLION PER YEAR.
	TO ORGANIZE AN INCOMING AVSCOM SURVEY MISSION TO TORONTO, MONTREAL MAY 1988.	TO ESTABLISH 3 NEW BUYING CONNECTIONS.
	TO ORGANIZE COMPETITION ADVOCATES SEMINARS/INCOMING FEBRUARY'89, OUTGOING SEPTEMBER'88.	TO INCREASE BUYER AWARENESS
ARMAMENTS & VEHICLES		
	IDENTIFY AND EVALUATE OPPORTUNITIES FOR CANADIAN SUPPLIERS TO DEAL WITH SUBCONTRACTORS.	FIVE BUYING CONNECTIONS TO LEAD TO $5 MILLION INCREMENTAL EXPORT SALES.
	DEVELOP CLOSE WORKING RELATIONSHIP WITH MILITARY COMMANDS TO ENSURE PERSONNEL ARE AWARE OF CANADIAN CAPABILITIES AND PRODUCTS AND TO FOLLOW UP ON BEHALF OF CANADIAN COMPANIES.	INCREASE POTENTIAL FOR SALES AND PROVIDE FEEDBACK TO CANADIAN COMPANIES
	PRODUCE SUMMARY OF PROJECT AND EQUIPMENT REQUIREMENTS ON A COMMAND-BY COMMAND BASIS.	INCREASE CANADIAN AWARENESS OF OPPORTUNITIES VIA WIDE DISTRIBUTION IN CANADA.
ELECTRICAL & ELECTRONIC		
	LIAISE WITH MILITARY COMMANDS IN TERRITORY TO DETERMINE POTENTIAL	INCREASED AWARENESS OF CANADIAN CAPABILITY.
	INCREASE EFFORTS TO IDENTIFY AND EVALUATE OPPORTUNITIES TO SUPPLY SUBCONTRACTORS.	FIVE BUYING CONNECTIONS RESULTING IN $3 MILLION IN SALES.
OTHER DEFENSE PROD & SERV.		
	CONTINUED LIAISON WITH RELEVANT MILITARY COMMANDS.	IMPROVE ACCESS FOR CANADIAN SUPPLIERS.
	PRODUCE "GUIDE TO THE U.S. MILITARY MARKET IN THE U.S." FOR CANADIAN EXPORTERS.	INCREASE POTENTIAL FOR SALES.