

REPORT 4
89/02/06

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 :601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEFENCE/HI TECH ANNUAL BULLETIN

BRING 20 NEW COMPANIES INTO MARKET. EXPAND
SALES FOR CURRENT PARTICIPANTS BY \$10 M.

PARTICIPATE IN HI TECH

FIND 10 NEW COMPANIES FOR NEW ENGLAND MARKET

DETERMINE VALUE OF PROVINCIAL DEFENCE MISSIONS.

DIVERSIFY CANADIAN DEFENCE EXPORT SALES INTO
REGIONS ADJACENT TO NEW ENGLAND.

DISTRIBUTE BOSS SYSTEM TO 5 PRIME CONTRACTORS

-LESSEN INQUIRIES THROUGH POST
-INCREASE CANADIAN SALES BY \$10M

PROMOTE CANADIAN ROLE IN AIR DEFENCE INITIATIVE

GAIN GREATER ACCESS TO USAF MARKET FOR RAND D
ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE NEW ENGLAND COMPANIES PARTICIPATION AT
CDN DEFENCE SUBCONTRACTOR CONFERENCE IN TORONTO.

BOSTON RECRUITED LARGEST NUMBER(19) OF AMERICAN
BUYERS WHO ATTENDED CONFERENCE IN TORONTO.
FOLLOW-UP BEING MADE IN II Q FOR DETAILED RE-
SULTS.

QUARTER: 2 Obtain funding for Atlantic Canada defense
mission to New England and start recruitment.

Funding has been approved and 20 companies have
been selected from Nova Scotia, Newfoundland and
Prince Edward Island for Nov. 88 mission.

QUARTER: 3 -----

QUARTER: 4 -----