

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 :618-MINNEAPOLIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

PREPARE SURVEY OF OPPORTUNITIES AT DEFENCE COMPANIES IN SECTOR/  
SUB-SECTOR.

DEVELOP INCREASED INTEREST AND NUMBER OF CDN  
FIRMS CONTACTING DEFENCE CONTRACTORS IN  
TERRITORY.

HOLD PROCUREMENT SEMINAR FOR HONEYWELL DEFENCE PRODUCTS DIVISION.

CURRENT DISCUSSIONS INDICATE A PREFERENCE BY  
HONEYWELL FOR AN INCOMING MISSION WHICH WILL  
ID ADDITIONAL QUALIFIED VENDORS.

CONDUCT CORPORATE LIAISON TYPE CALLS WITH PRIME CONTRACTORS AND  
SUB CONTRACTORS IN TERRITORY.

INCREASE AWARENESS OF DEFENCE CONTRACTORS IN  
CANADIAN CAPABILITIES FOR THE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT FOR SUBCONTRACTING CONFERENCE II,  
TORONTO, ONTARIO, MAY 17-18, 1988.

SUCCESSFULLY RECRUITED 12 PROCUREMENT AND  
ENGINEERING PERSONNEL FM FMC CORP., HONEYWELL,  
ROCKWELL INTL. (COLLINS RADIO DIV.), AND UNISYS.  
FOLLOW-UP DISCUSSION WITH CONTACTS INDICATE  
CONFERENCE II WAS A SUCCESS.

QUARTER: 2 Attend Western High Tech Conference - Vancouver,  
B.C., Sept. 27-30, 1988

Met with nearly 20 companies having defence and/  
or high tech products of potential interest to  
U.S. companies in post territory

QUARTER: 3 Coordinating NEBS mission to Strategic Air Com-  
mand Base (U.S.A.F.) at Minot, North Dakota.

About 20 Canadian companies participated in mee-  
tings with U.S.A.F. procurement and engineering  
personnel.

QUARTER: 4 -----