

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 : 619-ATLANTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFY MILITARY COMMANDS WITH SIGNIFICANT OPPORTUNITIES FOR  
PROCUREMENT AND R & R ACTIVITY AND OBTAIN VISIT CLEARANCES.

FOLLOW-UP ON MARTIN-MARIETTA PROCUREMENT MISSION TO CANADA.

FOLLOW-UP ON MINE COUNTERMEASURES MISSION FROM CANADA TO US NAVY  
MINE WARFARE COMMAND.

UPDATE AND EXPAND LIST OF CONTACTS IN MILITARY COMMANDS, DEFENSE  
PRIME AND SUB CONTRACTORS.

PREPARE DIRECTORY OF MARKETING REPRESENTATIVES FOR DEFENSE  
COMPONENTS.

IDENTIFY MOST PROMISING DEFENSE SUBSECTORS AND ORGANIZE NTS OR  
PEMD FUNDED MISSION OF CANADIAN SUPPLIERS.

FACILITATE ACCESS TO MILITARY INSTALLATIONS  
TO IDENTIFY MARKET OPPORTUNITIES.

INSURE THAT CANADIAN COMPANIES RECEIVE RFQS  
ON MARTIN-MARIETTA REQUIREMENTS.

ARRANGE FOLLW-UP VISITS FOR CANADIAN  
SUPPLIERS AS REQUIRED.

INCREASE INFORMATION ON MARKET OPPORTUNITIES  
AND IMPROVE ACCESS FOR CANADIAN EXPORTERS.

IMPROVE ABILITIES TO RESPOND TO INQUIRIES FM  
CDN COMPANIES. INCREASE NUMBER OF EXPORTERS  
REPRESENTED IN TERRITORY.

DEVELOP SUBCONTRACT OPPORTUNITIES FOR  
CANADIAN SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SIGNIFICANT MILITARY COMMANDS IN TERRI-  
TORY AND ESTABLISH CONTACTS. FOLLOW-UP ON MARTIN  
-MARIETTA MISSION. IDENTIFY PROMISSING SECTORS  
FOR INCOMING MISSIONS.

QUARTER: 2 A. ORGANIZE MARTIN-MARIETTA BUYING MISSION TO CDA  
B. ORGANIZE OUTGOING SECURITY & EOD EGPT MISSION  
TO HUNTSVILLE, AL & ATLANTA. C. PROGRAMMED CALL  
PROJECT FOR LARGE DEFENCE PRIME CONTRACTORS IN  
TERRITORY.

QUARTER: 3 -----

QUARTER: 4 -----

VISITED 8 MILITARY COMMANDS, WORKING WITH CDN CO  
ON POTENTIAL \$10 MILLION SALES. TWO NEW M-M BUY-  
ING MISSIONS ARRANGED, QUARTERLY SALES \$3.5 MIL-  
LION TO M-M. DEVELOPPING PLANS FOR 3 INCOMING  
MISSIONS.

A. MISSION VISITED VNCVR, WNPQ & HALIFAX. ADD'L  
PROCUREMENT VISITS TO TRNTD & MTL. B. MISSION  
COMPLETED WITH GOOD INTEREST GENERATED. C. CONDUCTED  
13 INTERVIEWS RESULTING IN PROJECTED SALES  
OF 1.5M.