

REPORT 4A
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 612-WASHINGTON

CROSS-CANADA CONFERENCES ON FTA(1 OFFICER FOR 2 WEEKS,
2 OFFICERS FOR 1 WEEK EACH). (2)FTA IMPLEMENTATION(PLANNING
FOR CUSTOMS MATTERS & GOVERNMENT PROCUREMENT).
(3)PARTICIPATED OR COORDINATED CDN COMPANY INVOLVEMENT IN 3
TRADE SHOWS(PAINTCON 88, WASTE EXPO, WORLD GAS CONFERENCE) &
2 CONFERENCES (OCEANS INDUSTRIES MISSION, WORLD TRADE DAY IN
TOWSON, MD). (4)DOD BUDGET CUTTING ACTIVITIES REQUIRED SE-
RIES OF EMB INTERVENTIONS ON BEHALF OF CDN PROJECTS(IRSTD,
FAADS, COMPUTING DEVICES THRUST MEASUREMENT SYSTEM, ETC.).
(5)CONTINUED HIGH LEVEL OF PROTECTIONIST LEGISLATION AFFECT-
ING DEFENCE TRADE REQUIRED HEAVIER THAN PLANNED INVESTMENT
OF EMB RESOURCES IN MONITORING/REPORTING LOBBYING ACTIVITIES
(6)FTA RELATED INITIATIVES (NOT SPECIFICALLY PLANNED FOR BY
EMB.) INCLUDED CROSS CANADA SEMINARS FOR INDUSTRY AND ORGANI-
ZATION OF A SEMINAR FOR U.S. FEDERAL BAR ASSOCIATION (PROCU-
REMENT CHAPTER).

COVERED 4
UNCOVERED 3
UNCOVERED 5

REMAINING OF INVESTMENT PROMOTION FROM TERRITORIAL
AND INVESTMENT IN CANADA
CORPORATE DIVISION AIRLIS WIND VI ENCOURAGING

REVE DEV'T WITH RES'T IS LEADING
ST SECTIONS WHO SO GOVERN INVESTMENT ENHANCED
LIVE COMPLETED

POST - WASHINGTON

ACTIVITIES UNDERTAKEN IN CANADA

RESULTS REPORTED

UNITED STATES OF AMERICA

UNDE UNCOVERED BROKERS BELONG TO INVESTMENT ACTIVITIES WHO RESULTS
COVERED A BROKERS GROUP OF INVESTMENT PROMOTION BROKERS VI LISTING WHOSE FOR FY 88