

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 : 612-WASHINGTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

SENIOR LEVEL REPRESENTATIONS TO DOD OFFICIALS ON BEHALF OF
CANADIAN PRODUCTS (AS APPROPRIATE).

INCREASED SALES, \$60 MILLION.

INVESTIGATION OF MARKET OPPORTUNITIES WITHIN DOD FOR CANADIAN
INFORMATICS COMPANIES.

INCREASED SALES, \$12 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR, REPORT AND LOBBY AGAINST PROTECTIONIST
LEGISLATION THREATENING DEFENCE TRADE.

EXT. ACT. COV'D BUY AMER. PROV. IN THE DEF. AUTH. AND
APPROPRIATIONS BILLS, DIXON & OAKAR BILLS. AMB.
WROTE TO KEY SEN, CONGRESSMEN, & SENIOR DOD OFF. ON
SPECIFIC ISSUES INCLUDING VALVES, ANCHOR CHAIN
ETC. & OTHER EMB. OFFICERS BRIEFED & CANVASSED SUPP

QUARTER: 1 LOBBY SENIOR U.S. OFFICIALS TO ASSIST IN THE
MARKETING OF CANADIAN DEFENCE PRODUCTS IN THE
USA.

INTERVENED ON BEHALF OF SPAR (IRSTD FUNDING),
OERLIKON (FAADS FUNDING), LISTER BOLT & CHAIN
(ANCHOR CHAIN), BY DRAFTING LETTERS FROM AMBAS-
SADOR TO CONGRESSMEN & OFFICIALS & THROUGH DISC-
USSIONS WITH CONGRESSIONAL STAFFERS & DOD OFF.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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