

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 :612-WASHINGTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

STUDY OF US OWNERSHIP, AND CONTROL OF CANADIAN DEFENCE INDUSTRY,  
AND US CONTENT IN CDN DEFENCE PRODUCTS.

STUDY ON INTEGRATED NATURE OF N.AMERICAN DEFENCE INDUSTRIAL BASE  
AND NEGATIVE POTENTIAL AND PROTECTIONIST MEASURES.

INDIVIDUAL COMPANY PRESENTATIONS TO DOD OFFICIALS AT EMBASSY.

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

RE-ESTABLISHMENT OF AIR FORCE ESD DDSA WORKING GROUP

IMPROVED ABILITY TO COUNTER PROTECTIONIST  
MEASURES.

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-TO INTRODUCE CDN COMPANIES TO KEY CONTACTS  
IN DOD. - INCREASED SALES.

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INCREASE IN DEFENCE DEVELOPMENT SHARING PRO-  
JECTS LEADING TO INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 MONITOR AND LOBBY AGAINST PROTECTIONIST LEGISLA-  
TION AFFECTING DEFENCE TRADE.

QUARTER: 4 LOBBY AT HIGH LEVELS TO HELP CANADIAN COMPANIES  
MARKET THEIR PRODUCT TO DOD.

QUARTER: 4 MONITOR CHANGES IN U.S. EXPORT CONTROLS/TECHNO-  
LOGY TRANSFER REGULATIONS. ASSIST CANADIAN COM-  
PANIES WITH SPECIAL PROBLEMS.

PRODUCED MAJOR REPORTS ON DIXON, OAKAR, SEMATECH &  
OTHER PROTECTIONIST LEGISLATIVE PROPOSALS; WROTE  
BRIEFING PAPER ON CDA-U. S. DEFENCE TRADE RELA-  
TIONSHIP FOR CONGRESSIONAL STAFFERS; MET & BRIE-  
FED OVER A DOZEN CONGRES STAFFERS(SEPARATELY);

INTERVENED ON BEHALF OF GMDD(MARV-SMUD), OERLIKON  
(FAADS), DIEMACO, CANADAIR(C-FIN, CL227), SPAR(IRSTD  
)ETC. EITHER BY ARRANGING MEETINGS FOR AMB. WITH  
SENIOR DOD OFFICIALS(WEINBERGER, TAFT, AMBROSE,  
SCULLY), DRAFTING LETTERS TO CONGRESS/SENIOR OFF.

REPORTED EXTENSIVELY ON COCOM ISSUES, GARN AMEND-  
MENT, CHANGES IN U.S. REGULATIONS; ASSISTED MHD,  
ALCAN, CIL, CMC, LITTON, SPAR, CANADAIR, DND, ESE, ETC.  
BY INTERVENING WITH OMC, DOC, STATE DEPT. TO SOLVE  
INDIVIDUAL PROBLEMS.