QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :612-WASHINGTON

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 3	-Some 300 access/problem queries were responded to -33 persons from 25 companies visited -Six industrial presentations given	The main effort of the section was in countering an increasing protectionist mood in the US. Both legislative and regulatory changes were monitored, reported and acted upon.
QUARTER: 4	175 discussions were held with 98 Cdn.Cos and 100 government offices. Five defence indust'l presentations were held and 25 Co visits were entertained.	The main highlight of the Quarter was the large number of market access problems; some 18 were actioned as against about 6 in a normal qtr.