

REPORT 4  
89/02/06

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 Monitor, report and lobby against protectionist  
legislation threatening defence trade

Continued to monitor & report on legislative dev  
& to work w/consultant & MOU Attaches Group to  
ensure that Cdn interests were being looked  
after. Wrote briefing points for Amb mtg w/Sen.  
Munn & on the ADATS program

QUARTER: 3 -----

QUARTER: 4 -----