

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 -----