

REPORT 4A  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES  
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 612-WASHINGTON

CROSS-CANADA CONFERENCES ON FTA(1 OFFICER FOR 2 WEEKS,  
2 OFFICERS FOR 1 WEEK EACH). (2)FTA IMPLEMENTATION(PLANNING  
FOR CUSTOMS MATTERS & GOVERNMENT PROCUREMENT).  
(3)PARTICIPATED OR COORDINATED CDN COMPANY INVOLVEMENT IN 3  
TRADE SHOWS(PAINTCON 88, WASTE EXPO, WORLD GAS CONFERENCE) &  
2 CONFERENCES (OCEANS INDUSTRIES MISSION, WORLD TRADE DAY IN  
TOWSON, MD). (4)DOD BUDGET CUTTING ACTIVITIES REQUIRED SE-  
RIES OF EMB INTERVENTIONS ON BEHALF OF CDN PROJECTS(IRSTD,  
FAADS, COMPUTING DEVICES THRUST MEASUREMENT SYSTEM, ETC.).  
(5)CONTINUED HIGH LEVEL OF PROTECTIONIST LEGISLATION AFFECT-  
ING DEFENCE TRADE REQUIRED HEAVIER THAN PLANNED INVESTMENT  
OF EMB RESOURCES IN MONITORING/REPORTING LOBBYING ACTIVITIES  
(6)FTA RELATED INITIATIVES (NOT SPECIFICALLY PLANNED FOR BY  
EMB.)INCLUDED CROSS CANADA SEMINARS FOR INDUSTRY AND ORGANI-  
ZATION OF A SEMINAR FOR U.S. FEDERAL BAR ASSOCIATION (PROCU-  
REMENT CHAPTER).

NOVEMBER 4  
OCTOBER 3  
SEPTEMBER 5

REMAINING OF INVESTMENT PROMOTION FROM TERRITORIAL  
AND INVESTMENT IN CANADA  
CORPORATE DIVISION AIRLIS WIND VI ENCOURAGING

REVE DEVT'L WITH RES'T'IS LENDING  
ST SECTIONS WHO SO GOVERN' INVESTMENT ENHANCED  
LIVE COMPLETED

WASHINGTON

ACTIVITIES UNDERTAKEN IN CANADA

RESULTS REPORTED

15 OCT 88

UNITED STATES OF AMERICA  
DIVIDE MARKETING PROMOTION REPORT OF INVESTMENT ACTIVITIES AND RESULTS  
CORPORATE DIVISION AIRLIS WIND VI ENCOURAGING