

REPORT 4
87/09/25

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

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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.

IMPROVED ABILITY TO COUNTER PROTECTIONIST
MEASURES.

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

IMPROVED ABILITY TO COUNTER PROTECTIONIST
MEASURES.

INDIVIDUAL COMPANY PRESENTATIONS TO DOD OFFICIALS AT EMBASSY.

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

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

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

RE-ESTABLISHMENT OF AIR FORCE ESD DDSA WORKING GROUP

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 -----