

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 MONITOR AND LOBBY AGAINST PROTECTIONIST LEGISLA-  
TION AFFECTING DEFENCE TRADE.

PRODUCED MAJOR REPORTS ON DIXON, OAKAR, SEMATECH &  
OTHER PROTECTIONIST LEGISLATIVE PROPOSALS; WROTE  
BRIEFING PAPER ON CDA-U. S. DEFENCE TRADE RELA-  
TIONSHIP FOR CONGRESSIONAL STAFFERS; MET & BRIE-  
FED OVER A DOZEN CONGRES STAFFERS(SEPARATELY);

QUARTER: 4 LOBBY AT HIGH LEVELS TO HELP CANADIAN COMPANIES  
MARKET THEIR PRODUCT TO DOD.

INTERVENED ON BEHALF OF GMDD(MARV-SMUD), OERLIKON  
(FAADS), DIEMACO, CANADAIR(C-FIN, CL227), SPAR(IRSTD  
)ETC. EITHER BY ARRANGING MEETINGS FOR AMB. WITH  
SENIOR DOD OFFICIALS(WEINBERGER, TAFT, AMBROSE,  
SCULLY), DRAFTING LETTERS TO CONGRESS/SENIOR OFF.

QUARTER: 4 MONITOR CHANGES IN U.S. EXPORT CONTROLS/TECHNO-  
LOGY TRANSFER REGULATIONS. ASSIST CANADIAN COM-  
PANIES WITH SPECIAL PROBLEMS.

REPORTED EXTENSIVELY ON COCOM ISSUES, GARN AMEND-  
MENT, CHANGES IN U.S. REGULATIONS; ASSISTED MHD,  
ALCAN, CIL, CMC, LITTON, SPAR, CANADAIR, DND, ESE, ETC.  
BY INTERVENING WITH OMC, DOC, STATE DEPT. TO SOLVE  
INDIVIDUAL PROBLEMS.