

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :612-WASHINGTON

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 -Some 300 access/problem queries were responded to  
-33 persons from 25 companies visited  
-Six industrial presentations given

QUARTER: 4 175 discussions were held with 98 Cdn.Cos and 100 government offices. Five defence indust'l presentations were held and 25 Co visits were entertained.

QUARTERLY RESULTS REPORTED:

The main effort of the section was in countering an increasing protectionist mood in the US. Both legislative and regulatory changes were monitored, reported and acted upon.

The main highlight of the Quarter was the large number of market access problems; some 18 were actioned as against about 6 in a normal qtr.

QUARTERLY RESULTS REPORTED:

Providing access assistance in a most expeditious manner.  
-Resolution of issues and interviews conducted  
-ASSTIC mission completion; new contacts  
-Trade fair participation/contracts resulted  
During split between access requests and copies the problem.  
-ASSTIC mission completion; new contacts  
-Trade fair participation/contracts resulted  
-ASSTIC mission completion; new contacts  
-Trade fair participation/contracts resulted

ACTIVITIES UNDERTAKEN IN QUARTER:

Over 100 responses to Cdn. industry and gov't  
-Five industrial technical presentations to Cdn.  
-Prime Contractors Database  
-ASSTIC Mission to Kitchin '89  
-Proc Competition Forum '89  
Over 100 queries, 125 were from Cdn. industry; 9 labu  
-ASSTIC mission completion; new contacts  
-Trade fair participation/contracts resulted  
-ASSTIC mission completion; new contacts  
-Trade fair participation/contracts resulted