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

POST : 612-WASHINGTON

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE & MARINE		
	COMPLETE STUDY TO OBTAIN LIST OF US SUPPORT PROGRAMS IN DEFENCE PRODUCTS AREA.	IMPROVED ABILITY TO COUNTER PROTECTIONIST MEASURES.
	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.
	SERIES OF INDUSTRY PRESENTATIONS AT EMBASSY AIMED AT ADI/SDI MARKETS (ONE OR MORE COMPANIES PER BRIEFING)	R & D CONTRACTS AND INCREASED SALES.
	MINE COUNTERMEASURES BRIEFING AT EMBASSY (APPROXIMATELY 20 COMPANIES).	R & D CONTRACTS AND INCREASED SALES.
	INDIVIDUAL INDUSTRY PRESENTATIONS AT EMBASSY	R & D CONTRACTS AND INCREASED SALES.
ARMAMENTS & VEHICLES		
	COMPLETE STUDY TO OBTAIN LIST OF US SUPPORT PROGRAMS IN DEFENCE PRODUCTS AREA.	IMPROVED ABILITY TO COUNTER PROTECTIONIST MEASURES.
	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 OF PROTECTIONIST MEASURES.	IMPROVED ABILITY TO COUNTER PROTECTIONIST MEASURES.
	PARTICIPATION IN PRECISION GUIDED MISSILE STUDY GROUP (NORTH AMERICAN INDUSTRIAL BASE)	INCREASED SALES OF MISSILE COMPONENTS
	INDIVIDUAL COMPANY PRESENTATIONS AT EMBASSY TO DOD OFFICIALS	INCREASED SALES
	SENIOR LEVEL DOD MEETINGS (AS APPROPRIATE) TO LOBBY ON BEHALF OF CANADIAN PRODUCTS	INCREASED SALES
ELECTRICAL & ELECTRONIC		
	COMPLETE STUDY TO OBTAIN LIST OF US SUPPORT PROGRAMS IN DEFENCE PRODUCTS AREA.	IMPROVED ABILITY TO COUNTER PROTECTIONIST MEASURES.