

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

??????

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

INCREASED SALES, \$60 MILLION.

INVESTIGATION OF MARKET OPPORTUNITIES WITHIN DOD FOR CANADIAN
INFORMATICS COMPANIES.

INCREASED SALES, \$12 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR, REPORT AND LOBBY AGAINST PROTECTIONIST
LEGISLATION THREATENING DEFENCE TRADE.

EXT. ACT. COV'D BUY AMER. PROV. IN THE DEF. AUTH. AND
APPROPRIATIONS BILLS, DIXON & OAKAR BILLS. AMB.
WROTE TO KEY SEN, CONGRESSMEN, & SENIOR DOD OFF. ON
SPECIFIC ISSUES INCLUDING VALVES, ANCHOR CHAIN
ETC. & OTHER EMB. OFFICERS BRIEFED & CANVASSED SUPP

QUARTER: 1 LOBBY SENIOR U.S. OFFICIALS TO ASSIST IN THE
MARKETING OF CANADIAN DEFENCE PRODUCTS IN THE
USA.

INTERVENED ON BEHALF OF SPAR (IRSTD FUNDING),
OERLIKON (FAADS FUNDING), LISTER BOLT & CHAIN
(ANCHOR CHAIN), BY DRAFTING LETTERS FROM AMBAS-
SADOR TO CONGRESSMEN & OFFICIALS & THROUGH DIS-
CUSSIONS WITH CONGRESSIONAL STAFFERS & DOD OFF.

QUARTER: 2 Monitor, report and lobby against protectionist
legislation threatening defence trade

Continued to monitor & report on legislative dev
& to work w/consultant & MOU Attaches Group to
ensure that Cdn interests were being looked
after. Wrote briefing points for Amb mtg w/Sen.
Nunn & on the ADATS program

QUARTER: 3 Monitor, report and lobby against protectionist
legislation threatening defence trade. Monitor
and report on changes in defence procurement re-
gulations and procedures.

Provided reps of 5 Depts & 3 industry assoc. in
Ottawa with comprehensive briefings on upcoming
defence trade legislation, regulatory & admin. dev
of concern to Cda. Continued to track & report
on FY89 Def. Auth. & Appropriation Bills, Oakar

QUARTER: 4 1. Lobby protectionist def trade legislation, 2.
Help companies/Govt. re export controls/tech tran-
sfer issues, 3. Marketing assistance, 4. DDSA proj-
ects/DD/DPSA administration

1. Mtgs with 5 staffers; series of reports inc br-
iefing Ont Govt. 2. Various mtgs/reports 3. Present-
ations by PCI, Securplex, participation in Navy L.
& R. Officers Assoc shows; lobbied DOD to save
IRSTD funds/Matrox contract. 5 2 WG mtgs/Pints.