

POST :403-ROME

005-ADVANCED TECH. PROD. & SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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FOLLOW-UP WITH MINISTRY OF SCIENTIFIC RESEARCH, ENEA AND MAJOR ITALIAN HI-TECH FIRMS ON OPPORTUNITIES IDENTIFIED DURING THE 1987 EUREKA MISSION TO ITALY.

EUREKA SUB-CONTRACTS AND TECHNOLOGY INFLOWS TO CANADA.

AS A FOLLOW-UP TO THE 1987 CO TOUR OF CANADA. TO INTRODUCE CANADIAN FIRMS TO POTENTIAL CLIENTS IN ITALY.

CONCLUSION OF AGENCY ARRANGEMENTS AND INCREASED CANADIAN EXPORTS IN THIS SECTOR BY \$5.0 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON NEW ITALIAN EUREKA PROJECTS APPROVED AT COPENHAGEN MINISTERIAL CONGRESS.

INFO ON ITALIAN PARTICIPATION IN EUREKA NOW COMPLETE AND UP TO DATE.

QUARTER: 1 COMPILE DETAILED LIST OF ITALIAN WHO'S WHO IN REMOTE SENSING SECTOR. VISIT OF ITALIAN R AND D LABORATORY.

DETAILED POST SECTOR INTELLIGENCE PLUS HIGHTENED ITALIAN AWARENESS OF CDN CAPACITY & EXPERTISE WILL FACILITATE MARKET IDENTIFICATION AN PENE-TRATION IN GROWING HI-TECH AREA.

QUARTER: 2 -----

QUARTER: 3 Presentation/seminar Sydney Corp. Open Systems Interconnect.

Good media coverage of Canadian software capabilities.

QUARTER: 4 Presentation at Embassy to key mod, police and anti-terrorism officials of new anti-ballistic material used in body armour and vehicle plating produced by Allied Signal and Barrday of Cambridge, Ontario.

Barrday product, Spectra Body Armour, could replace Kevlar, now national standard. Presentation was first important step in turning on key procurement officials to Spectra superior specs.