

POST : 407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS IN PROCESS OF ESTABLISHING NEW CONTACTS WITH MOD PURCHASING DIRECTORATES, THE ASSOCIATION OF DEFENCE EQPT. MFRS AND MAJOR LOCAL DEFENCE CONTRACTORS.

STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN COS AS JOINT-VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCEN FOREST PROTECTION AGENCY AND SPANISH AIR FORCE TO MODERNIZE EXISTING FLEET OF CL215S AND ADD TO IT.

SPAIN HAS JUST EXPERIENCED WORST FIRE SEASON EVER AND THERE IS POTENTIAL FOR \$ 100 MILLION SALE.

PREPARE NEW MARKET GUIDE AND CONTACT LIST FOR DISTRIBUTION AT HI-TEC.

ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN.

FOLLOW UP INTEREST EXPRESSED BY SPANISH CONSORTIUM IN WORKING WITH MICRONAV TO ESTABLISH MANUFACTURE OF MICROWAVE LANDING SYSTEM IN SPAIN.

SPAIN IS DETERMINED TO MAXIMIZE LOCAL CONTENT FOR ITS FUTURE MLS REQUIREMENTS. A JV IS THE ONLY WAY TO GET A SHARE OF THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ASSIST CANADAIR TO SELL CL 215.  
-ASSIST CDN COS TO ACCESS MOD DECISION MAKERS.

PROVIDED VARIOUS TECH'L PAPERS TO SPANISH CONTACTS ON ROLE OF CL215 IN CDA. SPAIN CONTRACTING TO PURCHASE ONE CL215 THIS SUMMER. PRESENT'N ON TURBO PROP PROG PLANNED FOR FALL. -HAVE ARRANGED PRESENT'NS FOR HEPBURN & DAVIES ENG. TO MOD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----