

NOTES

1. France enjoys a particular status by remaining a member of NATO although it retired in February 1966 from the Unified Military Command.
2. The IEPG, established in 1976, groups together European NATO member countries, so that all steps taken by this group toward the opening of public procurement markets will likely result in benefits only for its members, effectively leaving out those countries that are part of NATO but not part of the IEPG -- that is Canada, the United States and Iceland.
3. The EC public procurement markets will remain difficult to penetrate and protected (not necessarily by the EC). There remain difficulties related to a lack of business strategy for entry into uncharted territories/markets.
4. Public sector purchases (public markets) fall into two categories: those made by the state itself and those made by nationally mandated organizations. An example of the latter in Canada is Via Rail.
5. *The Cost of Non Europe in Public Sector Procurement*, W.S. ATKINS Management Consultants.
6. EC expenditures in major weapons consist of \$11 686 billion from France, \$10 751 billion from the U.K., \$6263 billion from the Federal Republic of Germany, \$5154 billion from Italy, \$1826 billion from Spain, \$1690 billion from the Netherlands, \$972 million from Greece, \$605 million from Belgium, \$423 million from Denmark, \$173 million from Portugal, \$55 million from Ireland and \$2 million from Luxembourg. In comparison, U.S. expenditures in major weapons are estimated at \$88 374 billion, Japanese expenditures at \$8.6 billion dollars and Canadian expenditures at \$6.1 billion. The conversion factor used to change U.S. dollars to Canadian dollars is 1.2307.
7. The term directive refers to proposed measures by the European Commission aimed at bringing about the integration of the European Single Market. There are 279 directives that form the core of the internal market project. To be incorporated into national law of each member state and put into practice, they have to be adopted by the European Council in a form of majority voting.
8. Source: Aerospace Industries Association of Canada (AIAC).
9. There are other significant manufacturers (electronic systems), such as Canadian Marconi Company and Litton Systems Canada.
10. Source: *Statistical Survey Report, 1989*, Industry Science and Technology Canada (ISTC).
11. Some estimates place Canadian re-exports to EC from the U.S. as high as 50 per cent.
12. Source: *Industry Profile, Aerospace*, ISTC.
13. Avions de transport régional (ATR), consortium of Aérospatiale SA of France and Aeritalia SpA of Italy.
14. The majority of third tier Canadian companies are small companies that generally act as subcontracting suppliers. They tend to be suppliers mostly to first and second tier companies. However, some have proprietary technology and export directly.
15. Over 60 per cent of capacity utilization in the U.S. aerospace industry is directed to defence-related production. Such is also the case in most EC countries and in Japan.