

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 : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MANY NATO DEFENCE SYSTEMS DEVELOPMENT OPPORTUNITIES ARE IN EARLY PROGRAM STAGES (I.E. FEASIBILITY PHASE). OVER NEXT TWO YEARS, MANY WILL ENTER PROJECT DEFINITION, THE KEY PHASE FOR INDUSTRIAL PREPOSITIONING.

CDN FIRMS WILL BENEFIT IN RELATION TO CDN GOVERNMENT R&D SUPPORT FOR PROJ. DEFINITION AND SUBSEQUENT DEVELOPMENT & PRODUCTION.

POST COMMERCIAL/ECONOMIC OFFICERS INTEND TO MAKE CONCERTED EFFORT TO DIRECT CANADIAN FIRMS TOWARDS SUB-CONTRACTS AND JOINT VENTURES WITH MAJOR INTERNATIONAL PRIME CONTRACTORS.

MORE EFFECTIVE APPLICATION OF CANADIAN SPECIALIZED CAPABILITY TO THE MARKET.

POST INTENDS TO PREPARE ANALYSIS OF POSSIBLE INITIATIVE IN AIR DEFENCE PRODUCTION SHARING FOR MAJOR NATO PROGRAM IN AIR COMMAND, CONTROL AND COMMUNICATIONS IN THE 1990'S.

IF DND/DEA POLICY GUIDELINES ARE AGREED, SUCH AN INITIATIVE COULD RESULT IN INCREASED LEVERAGE FOR CDN CONTRACTORS & POST COMMERCIAL/ECONOMIC OFFICERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATO AIR COMMAND AND CONTROL SYSTEMS (ACCS) MEETING WITH CHAIRMAN AND GENERAL MANAGER OF HUGHES LED CONSORTIUM ACCSCO.

VISIT LED TO UNDERSTAKING BY CHAIRMAN OF ACCSCO TO PROVIDE BRIEFING TO MEMBERS OF CDN NIAQ IN SEPTEMBER. REPORTING OF ACCS RELATED ACTIVITIES BY POST HAS LED DND TO PLAN AN INDUSTRY BRIEFING ON ACCS FOR THE 19 AUG. IN OTTAWA.

QUARTER: 1 NATO FRIGATE PROGRAM

TIMELY INTERVENTION BY POST ASSISTED DND IN DECIDING THAT CDA WOULD CONTINUE TO PLAY A ROLE IN THIS VERY SIGNIFICANT COOPERATIVE PROGRAM.

QUARTER: 1 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

POST REPORTED CRITICAL DETAILS OF DEVELOPING R & D PROGRAMS TO ENABLE KEY DECISIONS TO BE TAKEN IN DND AND DRIE ON CDN INDUSTRIAL PARTICIPATION.

QUARTER: 2 NATO AIR COMMAND AND CONTROL SYSTEM (ACCS). BRIEFING BY HEAD OF NATO AIR DEFENCE SYSTEMS DIRECTORATE AND MEMBERS OF MAJOR INDUSTRIAL CONSORTIA (ACCSCO AND AMS) TO CANADIAN INDUSTRY IN OTTAWA.

POST WORKED WITH DND AND DEA (TDO) TO ENSURE FULL EXPOSURE TO CANADIAN INDUSTRY OF OPPORTUNITIES IN NATO ACCS PROGRAM.

QUARTER: 2 NATO ACCS. BRIEFING BY ACCSCO TO MEMBERS OF CANADIAN NATO INDUSTRIAL ADVISORY GROUP (NIAQ).

POST ARRANGED AND PARTICIPATED IN BRIEFINGS ON 9 SEPTEMBER TO CONTINUE EXPLORATION OF OPPORTUNITIES IN ACCS PROGRAM ON AN INDUSTRY-TO-INDUSTRY BASIS.