

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 3 COORDINATION OF BID OPPORTUNITIES WITH THE ATLANTIC GROUP, A BRUSSELS-BASED CONSULTING FIRM.
- QUARTER: 3 NATO BID OPPORTUNITIES & DEVELOPMENT OF DEFENCE SYSTEMS - DEFENCE PRODUCTION SECTION REPORT.
- QUARTER: 4 BRIEFING BY COUNSELLOR DEFENCE PRODUCTION TO CDN INDUSTRY ON NATO OPPORTUNITIES AND ACCS ON 04 MERCH AT DEPT. OF EXTERNAL AFFAIRS.
- QUARTER: 4 POST PARTICIPATION AT ANNUAL HIGH TECHNOLOGY CONFERENCE (HITEC 88)
- QUARTER: 4 VISIT TO DMR(UK) AND NORTHERN TELECOM EUROPE (MAIDENHEAD)
- QUARTER: 4 POST PLANNED, COORDINATED AND ORGANISED MAJOR PRESENTATIONS TO NATO LAND BASED AIR DEFENCE WEAPONS PANEL AND TO NATO AIR DEFENCE COMMUNITY.
- QUARTER: 4 WARDAM II PROJECT
- QUARTER: 4 AIR DEFENCE PRODUCTION SHARING

QUARTERLY RESULTS REPORTED:

THE ATLANTIC GROUP IS REPRESENTING THE INTERESTS OF A NO. OF CDN FIRMS OF WHICH THE MOST IMPORTANT IS THE SNC GROUP FOR A PRIME BID ON THE SHAPE BROADCAST SYSTEM.

HIGHLIGHTS OF DEFENCE PRODUCTION SECTION ACTIVITIES & OF MAJOR NATO ARMAMENTS COOPERATION EVENTS WERE FORWARDED TO DND/ADM & DEA/TDD.

BRIEFING ATTENDED BY SOME 100 CDN DEFENCE CONTRACTORS & GOV'T REPS INTERESTED IN PURSUING NATO BUSINESS. DISCUSSION CENTRED ON NATO BID OPP. & THE ACCS PROGRAM. LARGE ATTENDANCE AT BRIEFING INDICATES THE HEIGHTENED INT ON NATO OPP

INTERVIEWS WERE CONDUCTED WITH OVER 78 FIRMS WHICH WHEN COUPLED WITH RESPONSE TO STAND ALONE NATO INDUSTRY BRIEFING INDICATE THE SERIOUSNESS WITH WHICH INDUSTRY NOW CONTEMPLATES OPPORTUNITIES WITHIN THE NATO MARKET.

VISIT ALLOWED POST TO COORDINATE AND DIRECT NATURE OF TWO CANADIAN FIRM'S PURSUIT OF MAJOR NATO PROJECTS (ICELAND AIR DEFENCE, NTS AND ACCS).

POST PLANNED & ORGANISED 2 MAJOR PRESENTATIONS BY DERLIKON ON ADATS. SUCCESS OF MEETINGS WAS SUCH THAT POST WAS INFORMED BY DERLIKON THAT BASIS FOR ADATS MARKETING IN NATO HAD BEEN FIRMLY ESTABLISHED.

POST ALERTED CDN FIRMS OF THIS 100 MILLION NATO PROJECT. POST UPON BEING INFORMED THAT SPECIFICATIONS FOR CERTAIN ELEMENTS OF PROJECT ARE RESTRICTIVE HAS BEGUN TO TAKE STEPS TO HAVE SPECS REVIEWED.

POST SUPPORTED GERMAN POLICY STATEMENT CALLING FOR NATO PRODUCTION SHARING POLICY IN ACCS PROGRAM. POST ALSO ADVISED DEA AND DND ON ADVANTAGES OF CANADIAN POLICY STATEMENT AT MINISTERIAL LEVEL.