REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

004-DEFENCE PROGRAMS,PRODUCTS,SERV
SWITZERLAND

| PLANNING: ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
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| ALL SUB-SECTORS | |
| WORK CLOSELY WITH CANADIAN MANUFACTURERS WHO INDICATED AN INTEREST IN SWISS DEFENCE MARKET. | CDN FIRMS INVITED TO TENDER ON GRD REQUIREMENTS. HOPE TO ACHIEVE 4 TENDERS. |
| TO MONITOR CLOSELY SWISS DEFENCE PROGRAM AND LONG TERM PLANNING AND PROJECTS. (VISIT TO ARMAMENT GROUP). | TO IDENTIFY 3 NEW ACQUISITION PROJECTS AND INFORM CDN MANUFACTURERS ON THESE OPPORTUNITIES. |
| TO ATTEND HITEC 89 TO MEET CDN EXPORTERS. | INFORM CDN MANUFACTURERS ON THE SWISS MARKET AND INTRODUCE 4 NEW SUPPLIERS TO GRD (SWISS ARMY PROCUREMENT GROUP). |
| TO MONITOR SWISS SELECTION OF NEW FIGHTER JETS (F 18 IS ONE OF THE LEADING CONTENDERS). | INFORM CDN SUBCONTRACTORS ON NEW DEVELOPMENT. SHORT LIST OF 2 IS DUE AT BEGINNING OF 1988. |

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| TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
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| QUARTER: 1 MONITOR SWISS ACQUISITION EXERCISE FOR FIGHTER AIRCRAFT. | EMBASSY HELPED ARRANGE FOR DND TO PROVIDE CF-18 TO BE USED IN TEST FLIGHTS AS PART OF FINAL COMPETITION BETWEEN F-16 AND F-18. |
| QUARTER: 2 Work closely with Cdn mfgs on Swiss defence requirements | Assisted Anachema to obtain bid on "litmus test paper". Although contract was decided in their favour entire project cancelled at last minute for budgetary reasons. Expect to be recalled in 89/90 |
| QUARTER: 3 ----- | |
| QUARTER: 4 To work with Canadian firms to gain access to requirements related to Swiss purchase of the F-18. | Work closely with CFA Paris and Air Squadron in Lahr to arrange lease of Cdn CF-18 for Swiss "Footprint" tests.Linkages in above activity have been helpful in gaining access for Cdn companies to Swiss F-18 team. |