

91. *The American/Canadian Viewpoint* presented at the International Seminar Toward the European Defence Equipment Market by Robert E. Marcille.
92. Within NATO co-operative armaments projects, for example, throughout the R & D phases, each time a North American component were imported by an EC partner in a collaborative project, the item would be subject to duty.
93. NATO's Conference of National Armaments Directors (CNAD) continues efforts to harmonize equipment requirements and set standards (STANAGS: standardization agreements) where European members in NATO play an active role.
94. ISO is an internationally recognized organization for quality standards. Having products certified to ISO standards is becoming increasingly important for doing business in the EC and EFTA countries.
95. However, it is evident that the Canadian industry will have difficulty merging Canadian standards and technologies with those of the European countries, and this will probably be the industry's the biggest barrier to exporting.
96. Bombardier signed a collaboration agreement with Alstom for the North America high speed train. ANF has its own "turbo train" and is in partnership with GEC Alstom for the TGV Atlantique and the Trans-Manche Super Train (TMST), which will cross beneath the English Channel.
97. Bombardier's participation in the Euroshuttle consortium jumped from \$425 to \$600 million following its acquisition of ANF.
98. More information concerning EEIGs can be obtained by contacting the Commission of the European Communities, Directorate General for Industrial Affairs and the Internal Market, ED. Berlaymont, 200 rue de la Loi B-1040 Brussels, Belgium.
99. Represent approximately 30 per cent of public markets.
100. Represent approximately 20 per cent of public markets.
101. Messerschmidt-Bolkow-Blohm
102. Avions Marcel Dassault-Breguet Aviation
103. Société européenne de propulsion
104. Airbus A300/310/320/330/340.
105. F.27/Fo-50,F.28/Fo-100.
106. The use of aluminium/lithium alloys in the airframes of Airbus A330 and A340 and of military aircraft should make it possible to limit the loss in market shares in favour of organic composites in the mid term, although not necessarily in the longer term.
107. The various areas of technical activity to be included in the EUCLID program have been identified as Common European Priority Areas (CEPA).
108. In parenthesis is the name of the pilot country having the responsibility for ensuring progress in that particular CEPA.
109. *Defence News*, July 3, 1989, IEPG OK's Joint Research Venture.

