

Canadian companies. In the United States, problems were normally related to the lack of awareness of Canada's special status.

In Western Europe, focus was on the proposed European Community tariff on defence components. If implemented, this tariff would have a significant impact on the sale of Canadian defence components to the European Community. The Division also produced a Europe 1992 study entitled *Report of the Working Group on Defence Products*.

In terms of defence promotional activities in the United States, the Defence Development Sharing Arrangement Working Groups with the Army, Navy and Air Force have been active with a series of bilateral visits and with discussion of several new candidate projects.

Under the National Trade Strategy/Going Global program, over 60 business defence missions, involving over 2,000 individual company visits, took place. The Division conducted a highly successful Atlantic HiTECH Conference, with Trade Commissioners from Western Europe and the Eastern United States meeting Atlantic Canadian defence manufacturers. The Division continued to reach out to potential exporters at events such as the

Subcontractors III Exhibition, which brought together over 125 American defence executives/buyers and 130 Canadian defence manufacturing representatives.

In terms of Canada's ongoing relationship with RDP countries, a highly successful business executive mission was taken to France in February. Extensive high-level meetings were held in western Germany in June 1989.

With respect to enhancing Canada's share of NATO procurement, the Division conducted three cross-Canada visits with the NATO Maintenance and Supply Agency (NAMSA). The goal of these visits was to inform Canada's business community of the \$600 million opportunity for the supply of subcomponents and parts to the NAMSA logistics agency of NATO.

Information Technologies and Electronics Marketing

Technological changes and the rapid evolution of informatics, telecommunications, remote sensing and instrumentation continued. Such developments changed the way business is conducted internationally and consequently the type of support needed by Canadian industry from the Department in these sectors has also changed. The