

should consider finding a German agent or partner. Current defence planning includes the procurement of 180 Euro-fighter 2000 aircraft, , procurement of the Tiger helicopter and overhaul of the existing helicopter fleet. Much of this is under review in view of the changes to the French defence plans. The future of a large transport aircraft to be designed and built in Europe is unclear.

On the civilian side Canadian firms have sold small and regional aircraft, helicopters and parts. Further opportunities exist as buyers are making a concerted effort to reduce the increasingly expensive DM component of their costs in order to remain competitive. This means opportunities to supply components for the Airbus fuselage and CFRP tail sections along with other parts and equipment for the A 321/319 which are assembled in Germany. Similar considerations regarding strategic partners apply to the supply of the civilian aerospace markets as to the defence side.

The upgrading of airports such as Cologne, ATC modernization in general and, above all, the development of the new Berlin Brandenburg International Airport will offer many opportunities. General aviation and services also present potential such as pilot training, considerably more expensive in Germany than in Canada and North American, where flying schools are attracting a growing number of students.

Objectives for next five years

In the next five years, the Embassy plans to:

- *Promote awareness of opportunities in the German aerospace market*
- *Arrange greater Canadian participation in German aerospace shows*
- *Identify opportunities in ATC and airport development, particularly the construction of the new Berlin Airport*

Activities

AERO	23-27 April 1997, Friedrichshafen General aviation: aircraft, accessories, services
INTERAIRPORT	September 1997, Frankfurt Airport equipment, aircraft maintenance, navigation and communications
ILA	May 1998, Berlin International Aerospace Exhibition
Intelligence	Opportunities in German airport development. Accessing the market for flight training Opportunities for aircraft component suppliers