

POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 JOINT VENTURE AND SUB-CONTRACTING DISCUSSIONS
WITH LOCKHEED CORPORATION.

QUARTER: 2 NATO MARKETPLACE CONFERENCE.

QUARTER: 2 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS
AND SECOND DEFENCE PRODUCTION SECTOR REPORT.

QUARTER: 2 VISIT TO NATO BY BUSINESS COUNCIL ON NATIONAL
ISSUES.

QUARTER: 3 VISIT TO NATO BY BUSINESS COUNCIL ON NATIONAL
ISSUES.

QUARTER: 3 NATO AIR COMMAND & CONTROL SYSTEM (ACCS) CON-
TINUED CONTACT WITH COMPETING CONSORTIA AMS &
ACCSO.

QUARTER: 3 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

QUARTER: 3 VISIT TO NATO BY THE STANDING COMMITTEE OF THE
HOUSE OF COMMONS ON NATIONAL DEFENCE.

QUARTERLY RESULTS REPORTED:

POST MET SEVERAL TIMES WITH LOCKHEED CORPORATION
EXECUTIVES TO IDENTIFY CANADIAN FIRMS CAPABLE OF
PARTICIPATING IN MAJOR NATO INFRASTRUCTURE
PROJECTS WITH LOCKHEED ON JV OR SUB-CONTRACT
BASIS.

POST IN CONJUNCTION WITH TDD PROMOTED ATTENDANCE
AT CONFERENCE AS MEANS OF WIDENING KNOWLEDGE
BASE ON NATO MARKET. TWELVE FIRMS PARTICIPATED.
SEPARATE REPORT WILL BE MADE ON OPPORTUNITIES
IDENTIFIED.

POST CONTINUED TO COORDINATE WITH DND/DEA/DRIE
ON EVOLVING SYSTEMS DEVELOPMENTS OPPORTUNITIES.
A SECOND REPORT ON HIGHLIGHTS OF DPS ACTIVITIES
WAS FORWARDED TO DND AND DEA.

POST PREPARED FULL PROG. FOR BCNI VISIT INCL.
MEETINGS WITH SEC.-GEN., CHIEF OF THE MILITARY
COMMITTEE & SACEUR. DELEGA'N BRIEF INCLD LENGTHY
BRIEF ON DEF. SYSTS DEV. & BID OPPORTS. A MAJOR
PAPER ON DEV. OPPORTS WAS ALSO PREPARED AND

POST PREPARED FULL PROGRAM FOR BCNI VISIT IN-
CLUDING MEETINGS WITH SEC. GEN, CHIEF MILITARY
COMM. & SACEUR. POST PREPARED DETAILED BRIEF
ON DEFENCE SYSTEMS DEV'T & BID OPPORTUNITIES. A
MAJOR DISCUSSION PAPER ON DEV'T OPPOR. WAS

POST ARRANGED & PARTICIPATED IN NO. OF MEETINGS
BETWEEN CDN FIRMS & ACCS CONSORTIUM. AS RESULT
NORTHERN TELECOM HAS REQUESTED FULL MEMBERSHIP
IN ACCSO CCONSORTIUM.

POST CONTINUED TO COORDINATE WITH DND/DEA/DRIE
ON EVOLVING SYSTEMS OPPORTUNITIES. OF PARTICULAR
INTEREST TO POST HAVE BEEN THE CONVENTIONAL ARM-
AMAMENTS PLANNING (CAP) INITIATIVE & MUNN PRO-
JECTS.

POST BRIEFED MEMBERS OF THE COMMITTEE ON COMMER-
CIAL OPPORTUNITIES IN NATO & DISCUSSED CDA/
EUROPE DEFENCE TRADE ISSUES & PROGRAMS.