

REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 409-BERNE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK HAND-INGLOVE WITH NUMEROUS CANADIAN FIRMS WHICH HAVE
INDICATED AN INTEREST IN SWISS DEFENCE MARKET (CAE, ANACHEMIA,
COMDEV, BENDIX, CANADAIR, ETC.)

CANADIAN FIRMS INVITED TO TENDER ON GRD
REQUIREMENTS

ASSIST DND IN NEGOTIATION OF BILATERAL MOU ON QUALITY ASSURANCE
WITH SWISS DEFENCE TECHNOLOGY & PROCUREMENT AGENCY; ENCOURAGE GRD
TO VISIT CANADA YEARLY

MOU IN PLACE FOR LLAD PROGRAMME

MAINTAIN CLOSE CONTACT WITH DERLIKON BUEHRLE MILITARY PRODUCTS
AND PILATUS AIRCRAFT IN THEIR ENDEAVOURS TO SEEK INDUSTRIAL
PARTNERS IN CANADA

SUB CONTRACTS FOR CANADIAN SUPPLIERS ON LLAD

ATTEND HITEC 87 AND PARIS AIR SHOW JUNE 87 TO MEET CANADIAN
EXPORTERS AND EXHIBITORS-INTRODUCE NEW CANADIAN SUPPLIERS TO
SWISS MARKET.

NEW REPS/CONTACTS FOR CANADIAN INDUSTRY IN
SWITZERLAND.

LIAISE CLOSELY WITH CFA ON A COORDINATED MARKET INTELLIGENCE AND
PROMOTIONAL PROGRAMME INCLUDING VISITS TO GRD AND SWISS INDUSTRY.

BETTER RECIPROCAL KNOWLEDGE OF SWISS MARKET &
CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE NEGOTIATIONS TO FINALYSE MOU ON QA.
WORK IN HAND WITH CDN FIRMS WHICH HAVE INDICATED
INTEREST IN SWISS DEFENCE MARKET.

NEGOTIATIONS SUCCESSFULLY TERMINATED. MOU READY.
ADVISED CCC OTT. AND AEROTECH (MET AT HI-TEC) RE
GATT TENDER FOR 4000 PORTABLE HEATERS. AEROTECH
SUBMITTED QUOTATION. (WORTH APPROX. \$20 MILLION).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----