CONTENTS

LIST OF ACRONYMS AND ABBREVIATIONS			5
EXE	CUTIVE	SUMMARY	7
OPE	NING OI	F EC PUBLIC PROCUREMENT MARKETS	11
1.	CONTEXT AND TRENDS		
	1.1	Aerospace Industry	15
		a) Canadian Aerospace Industry b) European Aerospace Industry	15 18
	1.2	Defence Industry	23
		 a) Canadian Defence Industry b) European Defence Industry 	23 26
	1.3	Urban and Inter-city Transport Industry	28
		 a) Canadian Urban and Inter-City Transport Industry b) European Urban and Inter-city Transport Industry 	28 30
2.	EUROPE 1992: CHANGES AND IMPLICATIONS FOR CANADIAN INDUSTRY		33
	2.1	Market Conditions	33
	2.2	Opening of Public Procurement Markets	34
	2.3	Industrial Restructuring	37
	2.4	Research and Development Aid Programs	39
	2.5	Implementation of Customs Tariffs on Defence Products	40
	2.6	Standards	41
3.	STRATEGIES		43
	3.1	Private Sector	43
		 a) Companies Established in Europe b) Companies Exporting to Europe c) Companies without any Commercial Ties with Europe d) Defence - Special Considerations 	43 44 45 45

٠