

AEROSPACE/GNP COMPARATIVE GROWTH

GNP % Increase	9.1	9.3	8.1
	1987	1988	1989
Cdn. GNP (billions)	\$550	\$601	\$650
Aerospace Sales	\$5.4	\$6.6	\$7.7
Aerospace Sales % Increase		22.2	16.6

The Canadian marine industry also made inroads in the competitive Asian market. A joint government-industry mission to Korea was conducted early in the year and has been followed up by individual visits. This effort has created substantial opportunities for Canadian businesses.

A similar mission to sell Canadian security products was conducted in Central and South America, where participating companies generated on-site sales of \$1.2 million and follow-up sales of \$2.4 million.

The Branch also contributed to the Open Skies initiative by arranging for a display of Canadian surveillance equipment for delegates, in order to generate more opportunities for Canadian manufacturers to gain entry to the 22 participating countries, including the United States and Europe.

A program of briefings by various industries was established for External Affairs and International Trade Canada (EAITC) in addition to other government departments such as the Department of National Defence (DND), Export Development Corporation (EDC) and Industry, Science and Technology Canada (ISTC).

Such briefings allowed companies to discuss their marketing plans for foreign markets and thereby coordinate support from the appropriate government bodies.

Defence Economic Relations

The Defence Program Division's goal is to enhance the Canadian defence industry's access to defence markets in the United States, United Kingdom, France, Germany, Belgium, the Netherlands, Sweden, Norway, Denmark, Italy, and multilaterally for NATO projects.

The Defence Programs Division has focussed this past year on the enhancement and protection of Canada's access to the United States and to countries with which Canada has a Research Development and Production (RDP) agreement. Several representations were made, in the United States and Western Europe, on behalf of