

35. Ariespace hopes, with its Ariane series of launch vehicles, to maintain its market share in spite of the comeback of American competitors (after the Challenger accident) and the new competition of newly industrialized countries such as Japan and Brazil.
36. With a payload capability into geostationary transfer orbit in excess of 8 tonnes.
37. This case is under review by the U.S. Department of Transport.
38. Source: *Task Force on Europe 1992, Report of The Working Group on Defence Products*, External Affairs and International Trade Canada.
39. Source: External Affairs and International Trade Canada.
40. The Defence Production Sharing Arrangement (DPSA) was signed in 1956, and the Defence Development (DD) in 1963. Canada joined the North American Aerospace Defence Command (NORAD) in 1958. NORAD is periodically renewed, and occasionally minor changes are incorporated but it is not renegotiated. Likewise, the DD/DPSA is occasionally updated, streamlined and added to, but not renegotiated.
41. Source: Industry Profile, Defence Electronics, ISTC.
42. There are 120 Canadian companies certified by the U.S. Department of Defense. They have access to contracts that would otherwise be available only to U.S. contractors. However, within the DD/DPSA agreements, there is a floor price of US\$200 000 dollars, below which contracts do not have to be opened to Canadian companies.
43. Source: External Affairs and International Trade Canada.
44. Source: Industry Profile, Defence Electronics, ISTC.
45. There are four important European players in the industry: the U.K., France, Italy and the Federal Republic of Germany. To a certain extent, the Netherlands also plays a major role.
46. Sometimes standards and procedural problems can make it easier for a firm to collaborate with a U.S. partner than with a European one.
47. Evidence of this is the adoption by the U.S. armed forces of the Beretta automatic pistol and the FN MINIMI assault rifle and the exports of European weapons to many other countries.
48. Guided weapons may be characterized as air-to-air, air-to-surface, surface-to-air, surface-to-surface and "smart" gun launched projectiles.
49. This encompasses surface warships, that is, aircraft and helicopter carriers, cruisers, destroyers and frigates.
50. France, the Federal Republic of Germany, the Netherlands and the U.K. have the technology base for submarine design. Production capabilities are more widespread, and several nations build submarines under licence using designs from these countries.
51. *Towards a Stronger Europe*, Vol. 2, IEPG.
52. Overall, the U.S. leads Europe in this technological base, but less so in the defence sector than in the field as a whole.