

b. Western Europe

"The choice of countries in which the services of a technical attache will be recommended is based on a sectoral approach (biotechnology, microelectronics, robotics/manufacturing products, offshore aeronautics/space). The conclusions we draw from previous successful experiences of success are that we should choose sectors according to the strengths of each of the countries and concentrate our efforts in those sectors by choosing a technical attache who is an expert in that sector. This list distinguishes between the posts that already have scientific counsellors and where we have a better idea of what the country can offer us, and the others where the technical attaches will have a more exploratory mission and should be there only on an experimental basis."

"The Canadian-local employee formula. We would prefer to send a Canadian who knows the needs of the Canadian industries and who by virtue of his title would have access to the industries in the host country, especially in the case of a "generalist" technical attache. On the other hand, in cases where a specialist can be assigned, a local employee might be better able to meet our objectives because of his knowledge of his country's industry and his language knowledge."

c. Japan

"This subject is of particular relevance in our relations with Japan and our scientific counsellor in Tokyo spends by far the greater proportion of his time in acquiring Japanese technology. In fact this constitutes the first component of the role of the office of science and technology at the Embassy which is to identify, promote and manage the development of collaborative activities in science and technology yielding benefits envisaged to be mutually advantageous for both Canada and Japan.

We are in full agreement with the first recommendation of your report to make sandt and its application to industrial development a priority of the department. Japan is now in fact Canada's second most important sandt relationship in terms of trade in technology."

"Our conclusion is that serious thought should be given to the allocation of additional resources such as an Les Sandt analyst devoted to technology acquisition and a microcomputer system to enable the sandt office to manage the myriad of data it must collect more efficiently."