

POST : 410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CANADAIR IN CL-215T AND CL-289 PROJECTS.

MAJOR SALES TO CIVIL SECURITY AND MINISTRY OF
DEFENCE RESPECTIVELY.

SUPPORT FOR CONAIR IN F-27 WATER BOMBER PROJECT.

RENTALS AND SALES OF CONAIR F-27 TO CIVIL
SECURITY.

IDENTIFICATION OF OTHER FRENCH OR CANADIAN PROJECTS IN WHICH
INDUSTRIAL COOPERATION COULD BE UNDERTAKEN.

INCREASED INVESTMENT IN CANADA, TECHNOLOGY
TRANSFER AND ADDITIONAL SALES.

AGGRESSIVE PROMOTION OF INDUSTRIAL COOPERATION BETWEEN CANADIAN
AND FRENCH COMPANIES IN THE DEFENCE MATERIAL SECTOR.

LONG-TERM PENETRATION OF FRENCH MARKET BY
CANADIAN EXPORTS (E. G. CL-125, CL-289)

ORGANIZATION OF CANADIAN PARTICIPATION IN INTERNATIONAL SPACE AND
AERONAUTICS EXHIBIT IN PARIS IN 1987.

PROMOTE THE CANADIAN AVIATION INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOCIATIONS - CL 289 M. O. U.
SALON AERONAUTIQUE DU BOURGET, JUIN 87
VENTE DE CL-215T A SECURITE CIVILE.

COMITE TRILATERAL S'EST REUNIS A PARIS; PROGRES
VERS UNE ENTENTE. GRAND SUCCES; 58 COMPAGNIES
CANADIENNES PARTICIPANTES. CONCLUSION D'UN CON-
TRACT (10 A 12 ANNEES) POUR BIENTOT.

QUARTER: 2 PROCESSUS SIGNATURE PAR FRANCE DE L'ACCORD
MOU CL-289.

INTERVENTIONS AUPRES DGA, LIAISON AVEC INDUS-
TRIE ET AMBASSADE DU CDA EN RFA NOUS PERMET-
TENT DE RESPECTER ECHEANCIER.

QUARTER: 3 SIGNATURE PAR LES AUTORITES FRANCAISES DU MOU
DU CL-289.

SUIVI ETROIT DES PROCEDURES DE SIGNATURE A DGA.
COORDINATION DE STRATEGIE. MOU SIGNE LE 23 OCT
87. RETOMBEES INDUSTRIELLES: +600 MILLIONS
DOLLARS.

QUARTER: 3 CASAP - PROJET ACQUISITION SOUS-MARINS
NUCLEAIRES.

RENCONTRES FREQUENTS AVEC DGA-DCN POUR ECHANGE
INFORMATION.

QUARTER: 4 SUIVI PROJETS ERYX ET CASAP; APPUI AU MARKETING
DU CL-289 EN PAYS TIERS.

RENCONTRES POUR ACCORD SUR MOU. RETOMBEES INDUS-
TRIELLES DU PROJET ERYX. CASAP: RENCONTRES ET
ECHANGES D'INFO. CL-289: ORGANISATION RENCONTRES
HAUT NIVEAU CANADAIR/OGA/DGA.