

POST : 409-BERNE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK HAND-INGLOVE WITH NUMEROUS CANADIAN FIRMS WHICH HAVE INDICATED AN INTEREST IN SWISS DEFENCE MARKET (CAE, ANACHEMIA, COMDEV, BENDIX, CANADAIR, ETC. )

CANADIAN FIRMS INVITED TO TENDER ON GRD REQUIREMENTS

ASSIST DND IN NEGOTIATION OF BILATERAL MOU ON QUALITY ASSURANCE WITH SWISS DEFENCE TECHNOLOGY & PROCUREMENT AGENCY; ENCOURAGE GRD TO VISIT CANADA YEARLY

MOU IN PLACE FOR LLAD PROGRAMME

MAINTAIN CLOSE CONTACT WITH OERLIKON BUEHRLE MILITARY PRODUCTS AND PILATUS AIRCRAFT IN THEIR ENDEAVOURS TO SEEK INDUSTRIAL PARTNERS IN CANADA

SUB CONTRACTS FOR CANADIAN SUPPLIERS ON LLAD

ATTEND HITEC 87 AND PARIS AIR SHOW JUNE 87 TO MEET CANADIAN EXPORTERS AND EXHIBITORS-INTRODUCE NEW CANADIAN SUPPLIERS TO SWISS MARKET.

NEW REPS/CONTACTS FOR CANADIAN INDUSTRY IN SWITZERLAND.

LIAISE CLOSELY WITH CFA ON A COORDINATED MARKET INTELLIGENCE AND PROMOTIONAL PROGRAMME INCLUDING VISITS TO GRD AND SWISS INDUSTRY.

BETTER RECIPROCAL KNOWLEDGE OF SWISS MARKET & CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE NEGOTIATIONS TO FINALYSE MOU ON QA. WORK IN HAND WITH CDN FIRMS WHICH HAVE INDICATED INTEREST IN SWISS DEFENCE MARKET.

NEGOTIATIONS SUCCESSFULLY TERMINATED. MOU READY. ADVISED CCC OTT. AND AEROTECH (MET AT HI-TEC) RE GATT TENDER FOR 4000 PORTABLE HEATERS. AEROTECH SUBMITTED QUOTATION. (WORTH APPROX. \$20 MILLION).

QUARTER: 2 -----

QUARTER: 3 MAINTAIN CLOSE CONTACT WITH OERLIKON-BUEHRLE RE: INDUSTRIAL PARTNERS.

SUCCESSFUL MARTIN MARIETTA/OERLIKON-BUEHRLE/ OERLIKON AEROSPACE BID FOR USA LLAD WILL LEAD DIRECTLY TO INCREASE IN SUBCONTRACTING IN CDA (AS WELL AS FINAL ASSEMBLY).

QUARTER: 4 -----