

An examination could be made of the existing Canadian international science and technology agreements to ascertain their effectiveness. These may constitute logical building blocks, especially for new Canadian entrants to the European market.

The present study pointed out the importance of the E.C. Directives and the subsequent legislation implemented by the Member States. A thorough look at this area is in order, probably broken out on a sector-by-sector basis.

Lessons can be learned from successes in the past. Two may be particularly relevant. One is an examination of the ways in which European ocean industry companies have made inroads into North America (especially in the oil and gas sector) that is to some extent the reverse situation of Canadian companies selling into Europe. Another is an examination of the ways in which Canadian ocean industry companies successfully sold into the U.S. prior to the FTA. Similar opportunities/problems existed there as will exist with Europe 1992, especially with regard to the size of the marketplace and the level of trade protectionism. Special agreements such as the Defence Sharing Agreement might be highlighted to ascertain their effectiveness.