

POST : 403-ROME

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

EFFORTS JUST COMPLETED ON RECONVENING OF CDN ITALY RDP COMMITTEE MEETINGS & OF DIALOGUE AT MINISTERIAL LEVEL IN DEFENCE SECTOR.

FIRST OF BILATERAL RDP COMMITTEE MEETING IN 3 - 4 YEARS WILL TAKE PLACE EARLY SPRING OF 1987.

FOLLOW UP ON RECENT INDUSTRIAL COOPERATION MISSION TO CDA FROM ITALY THAT INCLUDED SMALL DEFENCE SECTOR.

JOINT VENTURES WITH ITALY IN FIELDS OF ELECTRONICS, ARMAMENTS & AEROSPACE THAT WILL RESULT IN INCREASED CDN SALES.

DIALOGUE AND CLOSE LIAISON WITH ITLN DEFENCE MINISTRY AND ITLN PRIVATE SECTOR DEFENCE FIRMS.

INCREASED J. V. 'S AND REPRESENTATIONAL AGREEMENTS FOR CDN COMPANIES.

ATTEND D. P. B. HIGH TECH CONFERENCE IN OTTAWA.

INCREASED KNOWLEDGE OF NEW CDN FIRMS AND PRODUCTS IN DEFENCE SECTOR.

DIRECT FOLLOW UP WITH INTL FIRMS IN DEFENCE SECTOR THAT WERE ON THE FORMICA MISSION TO CANADA.

CONCLUSION OF COLLABORATION AGREEMENTS FOR SUCH PRODUCTS AS L. A. V. 'S, UPGRADE LEOP I TANK NIGHT COMBAT EQUIPMENT.

SCHEDULED REGULAR MEETINGS WITH SENIOR PLANNING OFFICIALS ITLN MIN DEFENCE TO DETERMINE, AS WE HAVE DONE IN PAST, IMMEDIATE & MED. TERM ITLN PROJECTS INCLUDING EUREKA PROJECTS WHERE THERE IS POSSIBILITY FOR CDN PARTICIPATION.

IDENTIFICATION OF NEW PROJ. COMING UP IN ITALY IN DEFENCE PROGRAMS & PRODUCTS THAT WILL BE OF INTEREST TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)RECONVENING OF BILAT. RDP; B)PROMOTION OF IMPROVED POLIT. RELNS W. DEFENSE MIN. THUS REDUCING BARRIERS TO CDN GOODS; C)ENCOURAGEMENT ITAL-CDN J. V. 'S.

A)STAGE SET FOR RESUMED RDP; B)AIDED IDENTIFN ITAL PARTNERS FOR TWO CDN FIRMS NOW BIDDING ON AIRFORCE (\$40M) AND NAVY PROJECTS; C)OBTAINED SETTLEMENT \$1M DEBT OWED SPAR AEROSPACE; D)SALE OF CAE SIMULATOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----