

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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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.

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

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

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

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

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.

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

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

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

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

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

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. DEFENCE MIN. THUS REDUCING BARRIERS TO CDN GOODS; C) ENCOURAGEMENT ITAL-CDN J. V. 'S.

A) STAGE SET FOR RESUMED RDP; B) AIDED IDENTIFIED 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 RENEWAL OF DIALOGUE WITH ITALIAN AUTHORITIES ON TRADE IN DEFENCE SECTOR.

PREPARATORY MEETING FOR RDP COMMITTEE EARLY 1988 WITH ITALIAN AUTHORITIES HELD ON SEPTEMBER 11, 1987.

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QUARTER: 4 -----