

POST : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE INDUSTRIAL COOPERATION LINKS BETWEEN CANADIAN & UK FIRMS
IN CONNECTION WITH MAJOR DND PROCUREMENT PROJECTS (NSA, CASAP,
TCCCS ETC.)

FOLLOW UP TO FARNBOROUGH '86 AND RDP/UK TRADE INDUSTRIAL MISSION
TO CANADA FALL '86

POST REPRESENTATIVE AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR '87)
AND AT PARIS AIR SHOW (JUNE '87)

HOST '87 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEE-
TING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN LONDON.

ORGANIZE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR
HAND PICKED UK AUDIENCE.

GREATER UK FAMILIARITY WITH CDN CAPABILITIES
LEADING TO INDUSTRIAL TEAMING - LONG TERM
INDUSTRIAL BENEFITS TO CANADA

PURSUIT OF NEW RESEARCH, PRODUCTION AND
MARKETING TARGETS.

MEETINGS WITH SOME 75 CANADIAN EXPORTERS SEE-
KING TO BOOST SALES TO UK AND INDUSTRY TO
INDUSTRY COOPERATION

STIMULATE UK INTEREST IN GREATER INTER-GOVER-
NMENTAL AND INTER-INDUSTRY COOPERATION ON
DEFENCE R&D & PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-
CONTRACT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) ORGANIZE CDN CO. PRODUCT SEMINARS AT CDN
HOUSE; FOLLOW-UP TO FARNBOROUGH 86 AIRSHOW;
B) PROMOTE INDUSTRIAL COOP LINKS BETWEEN CDN &
UK DEFENCE CONTRACTORS.

QUARTER: 3 PROMOTE CDA/UK INDUSTRIAL COOPERATION LINKS.
FOLLOW-UP TO PARIS AIR SHOW. HOST 87 RDP STEERING
CTTEE MTG IN LONDON. ORGANIZE CDN COY PRODUCT
SEMINARS AT CDA HOUSE.

QUARTER: 4 ORGANIZE CDN COMPANY PROMOTIONAL SEMINARS AT CDA
HSE. - ORGANIZE TRADE/INDUSTRIAL MISSION TO THE
UK - POST REP AT ANNUAL HITECH CONFERENCE IN
OTTAWA - ADVANCE PLANNING FOR FARNBORO 88

A) UK MOD MINISTER HOSTED PRESS CONF. WITH HOP
PARTICIPATION TO AMMOUNCE AWARD OF C\$37MLN
CONTRACT TO CAE ELECT. FOR MAD AWS EQPT.
B) ORGANIZE VISITS TO CDA BY BRITISH AEROSPACE
PLESSEY ELECTRONICS AND SHORTS BROTHERS.

EH INDS WORKING CLOSELY WITH CDN PARTNERS ON
SUPPLY OF NSA EH101 HELICOPTER TO CDN FORCES.
ROYAL OPENING LDN CITY STOLPORT WITH DEHAVILLAND
DASH7. RDP MTG LAID GROUNDWORK FOR ENHANCED
FORCES-TO-FORCES COLLABORATION. RAYTHEON/DOT

CAE ELECTRONICS PROMO TO UKMOD AT CDA HSE IN
SUPPORT OF \$C40M FLIGHT SIMULATOR BID. - PLANS
FOR FARNBORO 88 INCL PARTICIPATION BY 50 CDN
FIRMS. - POST REP MET 78 FIRMS AT HITECH. - 12
CDN COS & 23 UK FIRMS PART. IN 9 COUNTERMEASURE/