

EXTERNAL AFFAIRS AND INTERNATIONAL TRADE CANADA

AEROSPACE AND DEFENCE PROGRAMS DIVISION (TAG)

TAG is one of the four divisions which make up the International Marketing Bureau. Its primary role is to provide a global market perspective for defence and commercial aerospace, space, electronics, marine and security products and services. By doing so, it helps Canadian industry to export in these areas.

TAG has developed three Global Market Intelligence Reviews which synthesize market information obtained from over 120 Posts abroad. These are living documents which will provide industry with a comprehensive view of where government-initiated market development activities will be focused. These reviews represent a close collaboration among all government and industry stakeholders and are intended to reflect an ongoing consultative process between government and industry. The objective is to ensure industry maximum opportunity to influence government international marketing support activities. The three reviews produced to date include: space and space-related products and services, aircraft repair and overhaul and security products.

TAG also manages formal government-to-government defence economic relationships including the Canada - U.S. Defence Development/ Production Sharing Arrangements (DD/DPSA); the defence Research, Development and Production (RDP) agreements with Western European countries; the Defence Industrial Cooperation (DIC) agreements and NATO infrastructure procurement.

Canada - U.S. Defence Production Sharing Arrangement (DPSA): This arrangement gives Canadian manufacturers the opportunity to provide defence supplies and services to the U.S. military and to the U.S. defence contractors on essentially the same basis as domestic U.S. suppliers. Under this program, the U.S. government has waived customs duties and its Buy America Act.

Canada - U.S. Defence Development Sharing Agreement (DDSA): This unique program, a companion to the DPSA, enables the Canadian Government to share in the cost of a U.S. Department of Defense development project based upon a U.S. requirement. Qualified Canadian companies act as prime contractors for approved projects.

RDP Agreements: Canada maintains bilateral defence RDP agreements with European partners (Belgium, Denmark, France, Germany, Italy, The Netherlands, Norway, Sweden and the United Kingdom). The objective of these agreements is to forge strong government-to-government relationships with a high level of industrial representation.