

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :534-CANBERRA

005-ADVANCED TECH. PROD.& SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL INFORMATION  
PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN EARLY 1988. NORTH EAST  
CENTRE UPGRADE WILL FOLLOW.

CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1  
INCREASE VISITS TO AUSTRALIA  
IN COOPERATION WITH THE DEFENSE  
INDUSTRY.

QUARTER: 1  
CONTACTS CONTINUED WITH AUSTRALIAN AND OFFICIAL  
DEFENSE INDUSTRY AT AN AIR-ATLANTA SHOW IN  
JUNE.

QUARTER: 2  
DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL  
INFORMATION PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN  
EARLY 1988. NORTH EAST CENTRE UPGRADE WILL FOLLOW.

QUARTER: 2  
CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

QUARTER: 3  
DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL  
INFORMATION PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN  
EARLY 1988. NORTH EAST CENTRE UPGRADE WILL FOLLOW.

QUARTER: 3  
CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

QUARTER: 4  
DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL  
INFORMATION PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN  
EARLY 1988. NORTH EAST CENTRE UPGRADE WILL FOLLOW.

QUARTER: 4  
CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.