

REPORT 4
88/10/21

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 : 436-DUBLIN

008-TRANSPORT SYS, EQUIP, COMP, SERV.
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

- ATTEND FARNBOROUGH AIR SHOW (SEPT 1988)
- LIAISE WITH IRISH DEPARTMENT OF TRANSPORT CONCERNING TENDER DECISION FOR AIR TRAFFIC CONTROL RADAR SIMULATOR.
- FOLLOW UP ON AVAILABILITY OF SUITABLE FINANCING PACKAGES.
- KEEP IN CONTROL WITH KEY IRISH AIRCRAFT BUYERS.
- SUPPORT CAE'S EFFORTS IN SELING TO GUINNESS PEAT AVIATION AND AER LINGUS.

- SALES OF \$1.0 MILLION CDN
- TENDER AWARD TO AERONAUTICAL TRAINING SYSTEMS (DECISION AWAITED) VALUED AT \$2 MILLION CDN.
- KEY INGREDIENT FOR FUTURE BUYING DECISIONS.
- POSSIBLE SALE OF DASH 8.
- CONTRACT FOR SIMULATOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE REQUIRED FOLLOW-UP WITH THE POTENTIAL BUYERS OF DASH 7 & 8.

GUINNESS PEAT AVIATION CLOSE TO DECISION RE PURCHASE OF DASH 8. WHILST DUBLIN STOLPORT LONG WAY OFF PROJECT PLANNING SHOW PROMISE.

- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

TO MY INFORMATION
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008-TRANSPORT-SYS

WHICH CONSISTED OF THESE REPORTS DURING THE REPORTING PERIOD
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008-TRANSPORT-SYS

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