

REPORT 4
89/10/10

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP AUSTRALIAN ARMY INTEREST IN GM DIESEL LAV, PARTICULARLY WITH POSSIBLE QUICK-PURCHASE FROM U.S. MARINE CORPS WAR INVENTORY.

ARMY REJECTED POSSIBILITY FOR QUICK, SINGLE-SOURCE PURCHASE OF GM LAV. TENDER TO BE ISSUED SEPT 1988.

QUARTER: 1 SUPPORT OF MEL DEFENCE SYSTEMS EFFORTS TO HAVE THEIR APOLLO EW SYSTEM ON ANZAC FRIGATE.

MEL HAS APPLIED FOR PEMD SUPPORT.

QUARTER: 2 Support of MEL Defence Systems efforts to have their Apollo EW system on ANZAC frigate.

MEL has decided to withdraw from competition on project as its system likely to be more expensive than fixed-price contract will bear.

QUARTER: 3 Support of Saint John Shipbuilding and several systems suppliers to participate in Anzac Ship Program. 2) Monitoring of Dept of Transport & Communications Nat'l Aeronautical Info Processing System North-East Brisbane Project.

Meetings held with both competing consortia. Good level of interest for several Cdn cos including SJSJ established. 2) MDA & Aveo tech of Cda, only firms selected to submit final costed proposals. Prop. submit. Sept. Contract award has been delayed

QUARTER: 4 1) Support of St. John Shipbuilding and others to participate in ANZAC ship program; 2) monitor DOTC NAIPS project; 3) support Canadair's efforts to have Challenger selected; 4) develop Aust Army interest in GM Diesel LAV;

1) meetings held, good level of interest in sev. Canadian companies including SJSJ; 2) contract awarded to MDA; 3) protests to Aust Govt over loss of contract may register favourable scene for other contracts; 4) Aust Def still investigat.