

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 :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

ATTEND FARNBOROUGH AIR SHOW (SEPT 1988)

SALES OF \$1.0 MILLION CDN

LIAISE WITH IRISH DEPARTMENT OF TRANSPORT CONCERNING TENDER
DECISION FOR AIR TRAFFIC CONTROL RADAR SIMULATOR.

TENDER AWARD TO AERONAUTICAL TRAINING SYSTEMS
(DECISION AWAITED) VALUED AT \$2 MILLION CDN.

FOLLOW UP ON AVAILABILITY OF SUITABLE FINANCING PACKAGES.

KEY INGREDIENT FOR FUTURE BUYING DECISIONS.

KEEP IN CONTROL WITH KEY IRISH AIRCRAFT BUYERS.

POSSIBLE SALE OF DASH 8.

SUPPORT CAE'S EFFORTS IN SELING TO GUINNESS PEAT AVIATION
AND AER LINGUS.

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 Support Canadian aerospace companies in their
marketing efforts in Ireland.

Separate presentation and flight display on Dash
8(Triton)to Irish Air Corps. Sale of Challenger
to Goodman International. Dublin Stolport pro-
ject is progressing (slowly)

QUARTER: 4 Support Canadian aerospace companies in their
marketing efforts in Ireland.

GP Jetprop order for 38-Dash 8's (300 series).
Pratt & Whitney engines will also be used for
GP Jetprop's other turbo prop orders - ATR 42's
and 72's (50 aircraft) \$520 million.