

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

STUDY ON ALL ASPECTS OF AUSTRALIAN MKT, INCLUDING IMPORTED  
INFORM CDN MAT HANDLING EQUIPMENT MANUFACTURERS OF

AUSTRALIAN MARKET.

FOLLOW UP ON MATERIALS HANDLING STUDY.CONTACT 40 CDN COS  
5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT  
INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

ARRANGEMENTS.

VISIT AT "MATPAK" EXHIBITION  
IDENTIFICATION OF POTENTIAL DISTRIBUTORS FOR CDN EQUIPMENTS.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-  
TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A  
MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS  
PREPARED AND DISTRIBUTED IN JULY.

14 FIRMS WERE IDENTIFIED WITH AN INTEREST IN  
DEVELOPING JOINT VENTURES WITH CDN FIRMS.

QUARTER: 2 MATERIALS HANDLING STUDY COMPLETED AND SENT TO  
OTTAWA FOR DISTRIBUTION.

THE REPORT IDENTIFIES SEVERAL AREAS OF OPPOR-  
TUNITIES FOR CANADIAN MANUFACTURERS OF  
MATERIALS HANDLING EQUIPMENT.

QUARTER: 3 -----

QUARTER: 4 -----