

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 532-MELBOURNE

AUSTRALIA

QUARTER: 1

014-EDUCATION, MEDICAL, HEALTH PROD
PACIFIC TRADE INITIATIVES: --DUE TO RECEIVE
STUDIES ON HOSPITAL AND MEDICAL EQUIPMENT AND
REMOTE SENSING. ESTABLISH PROGRAM FOR 1987-88.

HOSPITAL AND MEDICAL STUDY OK. REMOTE SENSING
STUDY DEFICIENT AND FURTHER WORK REQUIRED BY
CONSULTANT. DIFFICULTY IN RESOLVING PRIORITIES
REQUIRED MEETING OF THREE POSTS IN SYDNEY.

999-MULTIPLE SECTORS
MISSIONS AND TRADE SHOWS: A)PULP AND PAPER MIS-
SION APRIL 27-JULY 5. B)QUEBEC MISSION APRIL 8-
10. PEMD MISSION MAY 27-28. C)INTERBUILD 87
TRADE SHOW MAY 26-29

A)BID FOR NEW EQPT. FOR MILL VALUED AT \$5M.
B)3 AGENCIES ESTABL. , 1 UNDER NEGOT'N. RESULTS
INCONCLUSIVE. DRIE MTL SLOW TO REPORT. C)BAY
MILLS LTD & WALTER LTD PARTICIPATED ON OUR
RECOMMENDATION & SECURED SALES IN EXCESS OF \$1M.

999-MULTIPLE SECTORS
HEAD OF POST MEETING - APRIL 27-28.

-EXAMINED BICENTENNIAL ACTIVITIES AND NEED FOR
CLOSER POST COLLABORATION ON TRADE PROMOTION
ACTIVITIES.

999-MULTIPLE SECTORS
INITIATE STUDY OF POTENTIAL FOR SALE OF CANADIAN
EQUIPMENT IN CAPITAL EXPANSION PROJECTS IN PULP
AND PAPER SECTION.

-TO BE COMPLETED NEXT QUARTER.

999-MULTIPLE SECTORS
EXAMINE VIABILITY OF CANADA-AUSTRALIA BUSINESS
GROUP (CABG - I HATE THAT NAME!)

CONSENSUS THAT FREQUENCY OF MEETINGS SHOULD BE
REDUCED GIVEN INABILITY OF CONSULATE TO DEVOTE
CONTINUING HIGH LEVEL OF RESOURCES TO ORGANIZA-
TION GROUP STILL IMPORTANT IN FACILITATING
CANADIAN EXPORTS.

999-MULTIPLE SECTORS
EXPO 88.

SUGGESTED TRADE PROMOTION PROGRAM BE ESTABLISHED
IN VIP FACILITY AT CANADIAN PAVILION - SYDNEY
TO PLAY CO-ORDINATING ROLE.