

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

POST : 532-MELBOURNE

009-FOREST PRODUCTS, EQUIP, SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PERIODIC VISITS TO MILLS AND FORESTRY OPERATIONS; PREPARATION OF SITREPS AND STUDIES.

ATTEND MAJOR INDUSTRY CONFERENCES, EG: TASMANIAN LOGGING CONFERENCE MARCH '87.

ENCOURAGE PARTICIPATION BY CANADIAN FIRMS AT APPITA '87 IN SYDNEY, NSW.

REVIEW MAJOR PLANNED PROJECTS AND MEET MANAGERS.

DETERMINE OPPORTUNITIES FOR CONSULTANTS IN SAWMILL SECTOR, PARTICULARLY HARDWOOD SAW LOGS AND INFORM APPROPRIATE CDN CONSULTANTS.

ASSESS MARKET PROSPECTS FOR NEW HIGH TECH ACHIEVEMENTS IN LOG HANDLING/CONVERSION.

OBTAIN EARLY ADVICE ON MAJOR DEVELOPMENTS AND ALERT CANADIAN SUPPLIERS.

BROADEN CONTACT RANGE AND SECTOR INTELLIGENCE FOR BENEFIT OF CANADIAN INDUSTRY.

INCREASE SALES IN PULP AND PAPER SECTOR.

ENSURE CANADIAN SUPPLIERS AWARE OF PROJECTS/CONTACTS.

INCREASE THE NUMBER OF CDN CONSULTANTS IN AUS AND INFLUENCE PURCHASES OF CDN EQUIP.

CREATE NEW BUSINESS OPPORTUNITIES FOR CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ENCOURAGED REPRESENTATIVES FROM EDC - OTTAWA TO VISIT AUSTRALIA TO DETERMINE OPPORTUNITIES FOR EDC FINANCING IN BROAD RANGE OF MAJOR PROJECTS, ESPECIALLY IN PULP AND PAPER SECTION.

QUARTER: 4 STEPPED UP INVESTIGATION OF NEW CAPITAL PROJECTS IN FORESTRY INDUSTRY. PROMOTED CPPA DEMO '88, WOOD HARVESTING EXHIBITION QUEBEC CITY, SEPTEMBER '88.

EDC FINANCING COULD BE INCLUDED IN SELECTED AUSTRALIAN PULP & PAPER PROJECTS WITH ACCOMPANYING PROSPECTS FOR CDN SERVICES & EQUIPMENT. FOLLOW-UP VISIT BY EDC EXPECTED IN EARLY 1988.

CDN PULP/PAPER EQUIP SUPPLIERS & CONSULTANTS NOTIFIED OF OPPORTUNITIES TO SECURE PART OF THE OVER \$3 BILLION IN NEW PROJECTS. ANTICIPATE AT LEAST 100 AUSTRALIAN FORESTRY MANAGERS/LOGGERS/CONTRACTORS WILL VISIT DEMO '88.