

REPORT 4
88/10/21

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 : 532-MELBOURNE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IN CONJUNCTION WITH THE AUTOMOTIVE INDUSTRIES ASSOCIATION OF CAN-
ADA PROMOTE INCOMING BUYERS TO THE 1988 CIA SHOW.

AEROSPACE

RESCHEDULE AEROSPACE MISSION DUE IN 4/88 (SEE DEFENCE PROFILE)

ASSIST CONAIR IN EXPANSION OF AIRCRAFT MERKETING IN POST TERRI-
TORY.

PREPARATION WITH CONAIR LTD. FOR DEMONSTRATION TOUR OF FIRE
FIGHTING AIRCRAFT/EQUIPMENT.

ANTICIPATED RESULTS:

REPRESENTATION IN AUSTRALIA OF ADDITIONAL
CANADIAN AUTO PART MANUFACTURERS.

SALES OF EQUIPMENT TO AUSTRALIAN F18 PROGRAM,
SALES OF CHALLENGER AIRCRAFT.

TO ASSIST IN EXPANSION OF CURRENT MARKETING
EFFORTS AND SALES OF 3 AIRCRAFT.

TO ASSIST IN MARKETING CONAIR PRODUCTS IN
AUSTRALIA AND SALES OF 3 AIRCRAFT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED: