

REPT4D  
90/06/26

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

59

POST :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

REGULAR FOLLOW UP WITH AER LINGUS  
OVERCOME FOKKER COMPETITION

REGULAR FOLLOW UP WITH GUINNESS PEAT AVIATION RE"OPTIONS"  
5 DASH 8'S

REGULAR FOLLOW UP WITH RYANAIR  
PURCHASE OF DASH 8.

FOLLOW UP WITH IRISH AIR CORPS RE SPECIAL DASH 8 (TRITON)  
SALE OF TWO PATROL TRITONS

FLIGHT DEMONSTRATION  
CONFIRMED OR NEW ORDERS

EXPLORE LOCAL CONTENT ASPECT  
UNKNOWN

APPROACH DEPT OF TRANSPORT RE REGIONAL AIRPORT MODERNIZATION  
SALE OF AVIONICS RELATED EQUIPMENT

LIAISON WITH BACKERS OF DUBLIN STOLPORT  
LONG TERM POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support Cdn aerospace companies in Irish marketplace.  
Attend Paris Air Show.

QUARTER: 2 Whilst GPA have already placed their "big" order for Dash 8's, we have devoted our attention to Irish Air Corps interest in several products.

QUARTER: 3 Maintain links with Guinness Peat Aviation, Aer Lingus & Ryanair.  
Follow up with Irish contacts from Paris Airshow

QUARTERLY RESULTS REPORTED:

Raytheon unsuccessful in large radar tender.  
Pelorus MLS supplied to small regional airport.  
Tenders/presentations to Irish Air Corps for patrol planes, radar and software.

Tender submissions from Innotech (Dash 8).  
The Air Corps are also favouring the Litton V5 radar. Westec of Vancouver have also submitted quotations for parts software.

With GPA - this is basically "post sale" follow-up.  
Follow up undertaken.  
See Defence products re Dash 8 Tender.