

REPT4D
90/01/23

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 :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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.

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.

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.

QUARTER: 3 -----

QUARTER: 4 -----