

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.