

POST : 436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

CANADIAN PARTICIPATION AT THE 1987 NATIONAL AIR SHOW
AT BALDONNELL MILITARY AIRFIELD.

REPRESENT CANADIAN EMBASSY DUBLIN AT PARIS AIR SHOW 1987.

SUPPORT AIRTECH IRELAND IN CANADIAN/IRISH JOINT VENTURE COMPANY
TO DEMONSTRATE ITS PRIMARY TRAINER TO THE IRISH ARMY AIR CORPS.

TO CONTINUE WITH MARKETING EFFORTS ON BEHALF OF CDN AEROSPACE
INDUSTRY AND REGULARLY CALL ON AER LINGUS, GUINNESS PEAT
AVIATION AND RYANAIR.

TO ASSESS INTEREST OF GUINNESS PEAT AVIATION IN
CAE SIMULATORS.

IMPROVED PUBLICITY FOR CANADIAN AEROSPACE
PRODUCTS.

TO EXPOSE SENIOR IRISH OFFICIALS OF CANADIAN
AEROSPACE PRODUCTS.

HAVE CANADIAN TRAINER SPECS REFLECTED
IN THE IRISH ARMY AIR CORPS REQUIREMENTS.

POSSIBLY 2 DASH 7 AND 2 DASH 8.

LEASING SIMULATORS ON A WORLDWIDE BASIS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING FOLLOW-UP WITH GPA, AER LINGUS AND
RYANAIR RE THEIR INTEREST IN DASH 7 AND 8. LIAI-
SON WITH GPA & AER LINGUS RE POSSIBLE PURCHASE B/
737/300 AS WELL AS ONE FOKKER 100 FLIGHT SIMULA-
TORS (AND OTHER AEROSPACE PRODUCTS).

GPA IS CLOSE TO DECISION TO PURCHASE 25 DASH 8
SUBJECT TO ACCEPTABLE FINANCIAL PACKAGE. GPA HAS
BOUGHT SECOND HAND CANADAIR CHALLENGER FOR CHAI-
RMAN'S USE. GPA/FSI & GPA/AER LINGUS CONSORTIA
SEEKING QUOTES FOR 2 CAE SIMULATORS.

QUARTER: 2 LIAISON WITH GPA, AER LINGUS AND RYANAIR RE
THEIR INTEREST IN DASH 7 AND 8.

AER LINGUS CONTINUES TO SHOW INTEREST IN DASH
7 & 8. DUE TO PRODUCTION RESCHEDULING, DE
HAVILLAND IS NOW EXAMINING VARIOUS OPTIONS. GPA
ARE STILL SERIOUSLY INTERESTED IN DASH 7 & 8.

QUARTER: 3 MAINTAIN CONTACT WITH AER LINGUS, GPA & RYANAIR
RE POSSIBLE PURCHASE OF DASH 7 & 8.

ONGOING CONTACT & INTEREST. WE HAVE REPORTED ON
AIRLINE POLICIES & BUDGETS TO DEHAVILLAND.

QUARTER: 4 -----