REPORT 4
89/10/10

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 :534-CANBERRA

004-DEFENCE PROGRAMS,PRODUCTS,SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
REACHING SOME FORM OF AGREEMENT WITH AUSTRALIA ON CLOSER CO-OPERATION BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES.	GREATER CANADIAN INDUSTRY INVOLVEMENT IN AUSTRALIAN DEFENCE PRODUCTION
DETERMINE EQUIPMENT SALES OPPORTUNITIES FOR CANADIAN SUPPLIERS OF MARINE DEFENCE EQUIPMENT FOR NEW AUSTRALIAN SURFACE COMBATANT PROJECT.	SALES FOR CANADIAN FIRMS.
OBTAIN UPDATED AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS AND DETERMINE LIKELY PROCUREMENT TIMIMG	CONTRACT FOR BRISTOL AEROSPACE
FACILITATE M.E.L. CONTACT WITH AUSTRALIAN DOD AND POTENTIAL AUSTRALIAN PARTNERS IN ORDER TO FACILITATE ENTRY INTO AUSTRALIAN MARKET.	10% CANADIAN INVOLVEMENT IN ELECTRONIC WARFARE MARKET.
FACILITATE CONTACT BETWEEN SNC AND AUSTRALIAN GOVERNMENT AMMUNITION FACTORIES IN ORDER TO PROMOTE INDUSTRIAL CO-OPERATION.	MORE CANADIAN AMMUNITION SALES TO AUSTRALIA FACILITATE SALES OF $5 MIL.
IMPROVE AUSTRALIAN KNOWLEDGE OF CANADIAN DEFENCE INDUSTRIES THROUGH VISITS AND PUBLICITY IN AUSTRALIAN MEDIA.	MORE CANADIAN SALES TO DEFENCE SECTOR INCREASE SALES TO $25 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.	DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING VISIT BY ED HEALEY,ADM-MATERIAL,DND IN JUNE.
QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.	CANADIAN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CANADIAN SUBCONTRACTORS TO BE ABLE TO SUPPLY TO POTENTIAL PRIME CONTRACTORS.
QUARTER: 1 MONITORING OF DEPT OF TRANSPORT & COMMUNICATIONS NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM NORTH EAST BRISBANE PROJECT.	MDA AND AVEO TECH OF CANADA,ONLY FIRMS SELECTED TO SUBMIT FINAL COSTED PROPOSALS. PROPOSALS DUE SEPT 16,1988.
QUARTER: 1 SUPPORT OF CANADAIR'S EFFORTS TO HAVE CHALLENGER SELECTED FOR AUSTRALIAN GOVERNMENT'S VIP FLEET REPLACEMENT.	CHALLENGER CONSIDERED PRIME CONTENDER. DECISION EXPECTED AUGUST 1988.