

REPORT 4  
88/02/02

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

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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).

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

QUARTER: 3 -----

QUARTER: 4 -----

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.

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.