

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 :532-MELBOURNE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTRACT STUDY OF HEAVY TRUCK AFTERMARKET PARTS
INDICATION OF POTENTIAL FOR CANADIAN COMPANIES WHICH CAN BE
VISIT MOTAQUIP 89 TO IDENT AUSTLN CONTACTS IN AUTOMOTIVE SEC
LISTING OF AUSTRALIAN AGENTS TO MATCH WITH CANADIAN COMPA-

USED FOR RECRUITING AND COUNSELLING

NIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Compile/commission market study for heavy truck
parts after market.

Consulting bodies evaluated and terms of refer-
ence for study completed. Proposals requested
from consultants.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

in quarter 1, a market study was conducted for heavy truck parts after market. The study was completed and a report was submitted to the mission. In quarter 2, the mission visited Motaquip 89 to identify potential contacts in the automotive sector. A list of Australian agents was compiled to match with Canadian companies. In quarter 3, the mission continued to identify potential contacts and agents. In quarter 4, the mission continued to identify potential contacts and agents.

Consulting bodies were evaluated and terms of reference for the study were completed. Proposals were requested from consultants. The mission also identified potential contacts in the automotive sector and compiled a list of Australian agents to match with Canadian companies.

QUARTER: 3 -----

QUARTER: 4 -----