

REPORT 4
88/10/21

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.
- DETERMINE EQUIPMENT SALES OPPORTUNITIES FOR CANADIAN SUPPLIERS OF MARINE DEFENCE EQUIPMENT FOR NEW AUSTRALIAN SURFACE COMBATANT PROJECT.
- OBTAIN UPDATED AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS AND DETERMINE LIKELY PROCUREMENT TIMING
- FACILITATE M.E.L. CONTACT WITH AUSTRALIAN DOD AND POTENTIAL AUSTRALIAN PARTNERS IN ORDER TO FACILITATE ENTRY INTO AUSTRALIAN MARKET.
- FACILITATE CONTACT BETWEEN SNC AND AUSTRALIAN GOVERNMENT AMMUNITION FACTORIES IN ORDER TO PROMOTE INDUSTRIAL CO-OPERATION.
- IMPROVE AUSTRALIAN KNOWLEDGE OF CANADIAN DEFENCE INDUSTRIES THROUGH VISITS AND PUBLICITY IN AUSTRALIAN MEDIA.

- GREATER CANADIAN INDUSTRY INVOLVEMENT IN AUSTRALIAN DEFENCE PRODUCTION
- SALES FOR CANADIAN FIRMS.
- CONTRACT FOR BRISTOL AEROSPACE
- 10% CANADIAN INVOLVEMENT IN ELECTRONIC WARFARE MARKET.
- MORE CANADIAN AMMUNITION SALES TO AUSTRALIA FACILITATE SALES OF \$5 MIL.
- 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.
- QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORT-LISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.
- QUARTER: 1 MONITORING OF DEPT OF TRANSPORT & COMMUNICATIONS NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM NORTH EAST BRISBANE PROJECT.
- QUARTER: 1 SUPPORT OF CANADAIR'S EFFORTS TO HAVE CHALLENGER SELECTED FOR AUSTRALIAN GOVERNMENT'S VIP FLEET REPLACEMENT.

- DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING VISIT BY ED HEALEY, ADM-MATERIAL, DND IN JUNE.
- 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.
- MDA AND AVED TECH OF CANADA, ONLY FIRMS SELECTED TO SUBMIT FINAL COSTED PROPOSALS. PROPOSALS DUE SEPT 16, 1988.
- CHALLENGER CONSIDERED PRIME CONTENDER. DECISION EXPECTED AUGUST 1988.