

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

POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

| TRACKING:  | ACTIVITIES UNDERTAKEN IN QUARTER:   | QUARTERLY RESULTS REPORTED:   |
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| QUARTER: 2 | ORGANIZATION OF DEFENCE JOURNALIST (TOM MUIR) VISIT OT CANADA UNDER PTI PROGRAM.  | AFTER CONSIDERABLE DISCUSSION WITH MUIR AND EXTOTT/TDO EXCELLENT PROGRAM WORKED OUT FOR SEPTEMBER 28 - OCTOBER 9 VISIT.   |
| QUARTER: 3 | ENCOURAGE AGREEMENT BETWEEN CDA & AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.   | DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING TDD VISIT IN NOVEMBER.  |
| QUARTER: 3 | CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.      | CDN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CDN SUB-CONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION & POTENTIAL PRIME CONTRACTORS.                    |
| QUARTER: 3 | VISIT OF DEFENCE JOURNALIST (TOM MUIR) TO CDA UNDER PTI PROGRAM (SEPT 28-9/87).   | MUIR HAD EXCELLENT SERIES OF CALLS IN CDA. HAS SUBSEQUENTLY WRITTEN ARTICLE IN DEFENCE CONTRACTOR WITH ANOTHER TO COME & IS PROPOSING NEW DEFENCE NEWSLETTER TO ADVISE CDN FIRMS OF AUSTRALIAN OPPORTUNITIES.                 |
| QUARTER: 4 | ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.  | DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING TDD VISIT IN FEBRUARY.  |
| QUARTER: 4 | CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT. | CDN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CDN SUBCONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION AND POTENTIAL PRIME CONTRACTORS.                   |
| QUARTER: 4 | 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.  |
| QUARTER: 4 | SUPPORT OF CANADAIR'S EFFORTS TO HAVE CHALLENGER SELECTED FOR AUSTRALIAN GOVERNMENT'S VIP FLEET REPLACEMENT.  | GUIDANCE IN PREPARATION OF OFFSETS PACKAGE. VISIT CANADAIR MONTREAL TO DISCUSS APPROPRIATE METHODS OF PROMOTION. CHALLENGER CONSIDERED PRIME CONTENDER.   |
| QUARTER: 4 | DEVELOP AUSTRALIAN ARMY INTEREST IN GM DIESEL LAV, PARTICULARLY WITH POSSIBLE QUICK-PURCHASE FROM U. S. MARINE CORPS WAR INVENTORY.                             | POSSIBLE QUICK-PURCHASE APPEARED DEAD UNTIL GM CALLS IN CANBERRA, PARTICULARLY ON MIN FOR DEF, & POST DISCUSSION WITH KEY OFFICERS, SPARKED INTEREST. ARMY EXAMINING POSSIBILITY FOR QUICK, SINGLE-SOURCE PURCHASE OF GM LAV. |