

REPT4D
90/06/26

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

93

POST :533-SYDNEY

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MANUFACT & MATERIAL PLANT,EQP.

STUDY ON ALL ASPECTS OF AUSTRALIAN MKT, INCLUDING IMPORTED
INFORM CDN MAT HANDLING EQUIPMENT MANUFACTURERS OF

AUSTRALIAN MARKET.

FOLLOW UP ON MATERIALS HANDLING STUDY.CONTACT 40 CDN COS
5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT
INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

ARRANGEMENTS.

VISIT AT "MATPACK" EXHIBITION

IDENTIFICATION OF POTENTIAL DISTRIBUTORS FOR CDN EQUIPMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-
TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A
MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS
PREPARED AND DISTRIBUTED IN JULY.

14 FIRMS WERE IDENTIFIED WITH AN INTEREST IN
DEVELOPING JOINT VENTURES WITH CDN FIRMS.

QUARTER: 2 MATERIALS HANDLING STUDY COMPLETED AND SENT TO
OTTAWA FOR DISTRIBUTION.

THE REPORT IDENTIFIES SEVERAL AREAS OF OPPOR-
TUNITIES FOR CANADIAN MANUFACTURERS OF
MATERIALS HANDLING EQUIPMENT.

QUARTER: 3 -----

QUARTER: 4 VISIT LOCAL MANUFACTURERS

SEVERAL OPPORTUNITIES HAVE BEEN IDENTIFIED FOR
INDUSTRIAL EQUIPMENT IN THE MINING,
TRANSPORTATION AND ENVIRONMENTAL CONTROL SECTORS