

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

005-ADVANCED TECH. PROD.& SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL INFORMATION  
PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN EARLY 1988. NORTH EAST  
CENTRE UPGRADE WILL FOLLOW.

CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1  
INCREASE VISITS TO AUSTRALIA  
IN COOPERATION WITH THE DEFENSE  
INDUSTRY.

QUARTER: 1  
CONTACTS CONTINUED WITH AUSTRALIAN AND OFFICIAL  
DEFENSE INDUSTRY AT AN AIR-ATLANTA SHOW IN  
JUNE.

QUARTER: 2  
DEPT SUPPORT OF NAIPS AND SYSTEMS  
UPGRADE TO NEW CANADIAN FIRM. NORTH EAST  
CENTRE UPGRADE PROJECTS INITIATED BY AIR-ATLANTA  
AND CANADIAN COMBAT.

QUARTER: 2  
CANADIAN PATROL FIGHTER NOT ONE OF DESIGNS RE-  
TAINED ON SHORTLIST. EMPHASIS SHIFTED TO BRIDGE  
CONTRACTS - CONTRACTORS TO BE ABLE TO SUPPLY TO  
POTENTIAL PRIME CONTRACTORS.

QUARTER: 3  
PARTICIPATION IN APT OF CANADIAN & AUSTRALIAN  
DEFENSE INDUSTRY COOPERATION PROGRAM  
STARTED WITH AIR-ATLANTA VISIT.

QUARTER: 3  
MCA AND APT OF CANADA. ONLY FIRMS SELECTED  
TO SUBMIT FORM CONTROL PROPOSALS. PROPOSALS DUE  
DEPT 10, 1988.

QUARTER: 4  
SUPPORT OF CANADIAN'S EFFORTS TO HAVE CHALLENGER  
SELECTED FOR AUSTRALIAN GOVERNMENT'S NEW FIGHTER  
PROGRAM.

QUARTER: 4  
CHALLENGER CONSIDERED PRIME CONSIDERED. DECISION  
EXPECTED LATE 1988.