

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

POST :534-CANBERRA

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REACHING AGREEMENT W/AUSTL ON CLOSER COOP BETWEEN CDN & AUST  
GREATER CDN INDUSTRY ACCESS TO AUSTLN DEFENCE MARKET

DETERMINE EQUIP SALES OPP FOR CDN SUPPLIERS OF MARINE DEF EQ  
SALES FOR CDN COMPANIES

OBTAIN LATEST AUSTLN ASSESSMENT OF CRV-7 ROCKETS  
CONTRACT FOR BRISTOL AEROSPACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program. - Monitoring of Dept of Transport and Communications Nat'l Aeronautical Info Processing System North-East Brisbane Project.

Meetings held with both competing consortia. Good level of interest for several Canadian companies including SJSL established. Contract awarded to MDA.

QUARTER: 2 Support of St.John Shipbldg. & several systems suppliers to part. in ANZAC Ship Program. Monitoring of Dept of Transp. & Communic'n Natl Aeronautical Info Processing System. Updating of Air Traffic facilities around Australia.

Australian Defence has purchased 15 LAVs through FMS. Team visiting Canada and USA with a view to buying additional vehicles.

QUARTER: 3 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program.

Design competition won by Germany: Blohm & Voss MEKO design. Successful AIDEX exh., reported separately, indicates excellent def.opp., although we can expect bias on frigate to suppliers already participating in MEKO series.

QUARTER: 4 -----