

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 : 505-JAKARTA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

SENSITIZE INDONESIAN AUTHORITIES TO CANADIAN DEFENCE
INDUSTRY CAPABILITIES.

IMPROVE MARKET ACCESS FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

-MET MILITARY LIAISON OFFICER: DISCUSS DEFENCE
MISSION TO CDA. REACTION POSITIVE; DATES SET LATER
WHEN TIMING IS BETTER FOR INDONESIA; -MTGS WITH
P. T. PAL RE: INDO FRIGATE PROGRAM; -ATTEND PARIS
AIR SHOW & ESCORT INDO DELS TO CDN BOOTHS.

QUARTER: 2 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

ONGOING MEETINGS WITH INDONESIAN MILITARY WITH
RESULT THAT OPPORTUNITIES HAVE BEEN IDENTIFIED
FOR AIRCRAFT REFURBISHMENT/UPDATE AND PROVISION
OF SHIP-BORNE EQPT FOR NEW FRIGATE PROGRAM, AND
AVGP PROPOSAL MAY YET BE RESURRECTED.

QUARTER: 3 PROMOTE AWARENESS OF CDN DEFENCE INDUSTRY.

VISIT TO NAVAL 87 IN SINGAPORE (NOV) & REPORT.
ONGOING MEETINGS WITH INDON. MILITARY RE SONAR
REQUIREMENTS, DIVING EQUIPMENT REQUIREMENTS, AIR
FORCE INTEREST: NEW TACAN EQPT & DOPPLER NAVIG.
RADAR FOR HELICOPTERS.

QUARTER: 4 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

VISIT TO ASIAN AEROSPACE '88 IN SPORE (FACILITATED
CONTACTS BETWEEN CDN & INDONESIAN AEROSPACE IND.
REPS). MENASCO (LANDING GEAR OVERHAUL) & VAC-AERO
(QUENCH OIL FURNACE) PROJECTS WITH IPTN CLOSE TO
FRUITION.

QUARTER: 4 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

SALE OF CMC DOPPLER NAV. EQUIP. TO IPTN
FOR INDONESIAN ARMY AIR. DISCUSS/DECISION
(WHILE AT HITEC) FOR SHIP SYSTEM MSN TO
INDONESIA IN JUNE '88.