

REPORT 4  
88/03/16

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

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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 -----