

REPORT 4
89/10/10

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 :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

INVESTIGATION AND REPORTING UPON PAKISTAN ARMY PROCUREMENT
PROCESS.

BETTER KNOWLEDGE ABOUT THE PROCUREMENT
PROCESS LEADING TO BETTER PREPARED
EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)POSSIBLE VISIT OF ARMY SIGNAL CHIEF TO CANADA
2)RAST/ASSIST SYSTEMS FOR PAKISTAN NAVY SHIP
3)MBB PROPOSAL TO MINISTRY OF DEFENCE FOR SUPPLY
/ASSEMBLY OF MBB HELICOPTER.

1)ARMY SINGLA CHIEF VISITED CDA ON INVITATION OF
CDN MARCONI CO. POST HELPED TO ARRANGE THE VISIT
2)POST HELPED TO SUBMIT INDAL TECHNOLOGIES RAST
SYSTEM BID TO PAKISTAN NAVY. 3)POST HAS RAISED
SUPPORT FOR MBB AT APPROPRIATE FORUMS DURING CALL

QUARTER: 2 -----

QUARTER: 3 Arrange for HOM to call on Secretary Defence
Production Lt. Gen.Talat Masood.

Contact established between HOM & Sec.Def.Prod.
This will allow Post to have a better access to
contact in military establishment in order to
obtain timely info on procurement.-Invitation to
Sec.to visit Cda along w/del.of Sen.def.officers

QUARTER: 4 Embassy call on Ministry of Defence Production

Discuss visit programme of Secretary Defence
Production Division to Canada in May 1989. Flag
Canadian support for ITI helicopter hangers for
Pakistan Navy ships.