

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 : 511-KUALA LAMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST IN NEGOTIATIONS WITH MINISTRY OF DEFENCE TO FULFILL  
OUTSTANDING OBLIGATIONS OF RDF CONTRACT.

MEET WITH ALL AGENTS CURRENTLY REPRESENTING CANADIAN DEFENCE  
PRODUCTS MANUFACTURERS AND ASSESS THEIR SUITABILITY.

COMPREHENSIVE ROUND OF CALLS ON SENIOR MINISTRY OF DEFENCE, ARMY,  
AIR FORCE AND NAVY OFFICERS.

COMMERCIAL COUNSELLOR ASSUMES PRINCIPAL RESPONSIBILITY FOR  
DEFENCE PRODUCTS PROMOTION ACTIVITIES.

ASSESS FINDINGS OF RECENT DEFENCE MARKET STUDY & IN CONCERT WITH  
OTHER RELEVANT INFORMATION ESTABLISH MALAYSIAN PROCUREMENT  
PRIORITIES.

PROMOTE MALAYSIAN PARTICIPATION IN TRAINING PROGRAMS & DEVELOP  
DATA BASE OF PREVIOUS MALAYSIAN PARTICIPANTS IN THESE PROGRAMS  
FOR REGULAR FOLLOW-UP ATTENTION.

FINAL CONCLUSION OF RDF CONTRACT.

INTRODUCE NEW TRADE COMMISSIONER RESPONSIBLE  
FOR DEFENCE SECTOR & REINFORCE CDN INTEREST  
IN SALES OF DEFENCE & SECURITY PRODUCTS.

RE-ESTABLISH CANADIAN IMAGE AS SUPPLIER OF  
RELIABLE, QUALITY DEFENCE PRODUCTS.

GREATER POST ACCESS TO KEY SENIOR MILITARY  
AND DEFENCE OFFICIALS.

RECOMMEND PARTICIPANTS & DETERMINE PROGRAM  
FOR INCOMING DEFENCE MISSION MAY/JUNE 1987 TO  
MAXIMISE LIKELIHOOD OF FOLLOW ON SALES.

ENHANCED FAMILIARITY WITH CANADIAN DEFENCE  
TRAINING AND TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----