

REPT4D  
90/01/23

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 :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE  
MALAYSIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP W/COLD STOR BHD TO IDENT BETTER SUCCESSFUL PROD                   DUCTS.  
FIRMLY ESTABLISH NEW LOCAL MARKET FOR 3 CANADIAN FOOD PRO-

LIAISE W/DEPT OF VETER SERV TO LAUNCH COOP LIVESTOCK VENTURE                   BREED FOR TROPICS  
ESTABLISH WORK PRGM & INITIATE ACTIVITIES TO DEVELOP CROSS

CONTINUOUS PROMOTION OF CANADIAN BREEDING LIVESTOCK                   SHEEP STRAINS.  
INCREASE CDN MARKET SHARE BY 10%. ESTABLISH INTEREST IN CDN

PROM CDN UNIV & TECHN TRAINING PROG W/AGRICULTURAL SECTOR  
IDENTIFY PRIORITY MLSIAN TRAINING NEEDS FOR RECRUITMENT

ASSIST AB GOVT IN FOOD PROM PLANNED W/YAOHAN SUPERMARKET                   PERMARKET CHAIN.  
EXPAND CDN SALES. ESTABLISH CDN PROFILE WITH 2ND MAJOR SU-

IN CONSULT W/IMPORTER DEV LIST OF MARKETABLE CDN FOOD PROD.                   FOOD PRODUCTS  
ALERT CDN COS TO NEW SALES OPPTS. INTRO BROADER RANGE OF CDN

ASSESS MKT FOR CDN FEED INGREDIENTS & DEVELOP ENTRY STRATEGY                   TO MLSIA  
INTRODUCE CDN BARLEY, CANOLA MEAL AND OTHER FEED INGREDIENTS

MEET W/MLSIAN COS TO PROM SOURC OF CDN AGRIC EQP/TECH & SERV  
DEMONSTRATE APPLICATIONS OF CDN HIGH TECH TO AGRIC SECTOR



TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new Canadian food products;market Cdn  
feed ingredients;support Cdn Wheat Board  
marketing program

Five new companies introduced to local  
distributors;three Mlsian coys participating  
in Ginseng Mission to Cda;3 participants  
sponsored for CIGI course;Cdn wheat sales reach  
record level of \$16.2 mn during Jan-Apr

QUARTER: 2 Incoming Ginseng Mission; invite representatives  
to CIGI course; prepration of Canadian Wheat  
Board Report on Grains & Oilseeds.

3 participants attended Ginseng mission;  
purchases anticipated after harvest;3  
participants from flour mills attended CIGI  
course.

QUARTER: 3 -----

QUARTER: 4 -----