

REPORT 4
88/02/02

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

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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 ASSIST CCC TO FULFILL OUTSTANDING OBLIGATIONS
UNDER RDF TENDER TO MINDEF; CONTINUED PROMOTION
OF CANADIAN DEFENCE PRODUCTS.

QUARTER: 3 -----

QUARTER: 4 -----

CONVENED MEETING OF RDF USERS WHICH IDENTIFIED
ACTION REQUIRED TO MAKE EQUIPMENT OPERATIONAL;
MET WITH NEW CHIEF OF DEFENCE FORCES, CHIEF OF
ARMY & DEPUTY CHIEF OF NAVY; PARTICIPATED IN
BRISTOL AEROSPACE NEGOTIATIONS WHICH RESULTED