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 LUMPUR

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.	FINAL CONCLUSION OF RDF CONTRACT.
MEET WIH ALL AGENTS CURRENTLY REPRESENTING CANADIAN DEFENCE PRODUCTS MANUFACTURERS AND ASSESS THEIR SUITABILITY.	INTRODUCE NEW TRADE COMMISSIONER RESPONSIBLE FOR DEFENCE SECTOR & REINFORCE CDN INTEREST IN SALES OF DEFENCE & SECURITY PRODUCTS.
COMPREHENSIVE ROUND OF CALLS ON SENIOR MINISTRY OF DEFENCE, ARMY, AIR FORCE AND NAVY OFFICERS.	RE-ESTABLISH CANADIAN IMAGE AS SUPPLIER OF RELIABLE, QUALITY DEFENCE PRODUCTS.
COMMERCIAL COUNSELLOR ASSUMES PRINCIPAL RESPONSIBILITY FOR DEFENCE PRODUCTS PROMOTION ACTIVITIES.	GREATER POST ACCESS TO KEY SENIOR MILITARY AND DEFENCE OFFICIALS.
ASSESS FINDINGS OF RECENT DEFENCE MARKET STUDY & IN CONCERT WITH OTHER RELEVANT INFORMATION ESTABLISH MALAYSIAN PROCUREMENT PRIORITIES.	RECOMMEND PARTICIPANTS & DETERMINE PROGRAM FOR INCOMING DEFENCE MISSION MAY/JUNE 1987 TO MAXIMISE LIKELIHOOD OF FOLLOW ON SALES.
PROMOTE MALAYSIAN PARTICIPATION IN TRAINING PROGRAMS & DEVELOP DATA BASE OF PREVIOUS MALAYSIAN PARTICIPANTS IN THESE PROGRAMS FOR REGULAR FOLLOW-UP ATTENTION.	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.	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 NEGOCIATIONS WHICH RESULTED
QUARTER: 3 COMPREHENSIVE ROUND OF CALLS ON SR MIN. OF DEFENCE, ARMY, AIR FORCE & NAVY OFFICERS; ASSIST CCC TO FULFILL OUTSTANDING OBLIGATIONS UNDER RDF CONTRACT; PROMOTION OF CDN DEFENCE PRODUCTS.	ORG. VISIT OF CHIEF OF DEFENCE FORCES, GENERAL MANSON WHO PROMOTED CDN DEFENCE PROD. CAPABILITY WITH SR. MLSIAN OFFICERS; PLANNED VISIT BY ROHDE & SCHWARTZ TO REPAIR RDF STILL NOT AGREED TO BY MINDEF; WESTINHOUSE CDA, MEL CDA MADE PRES. TO NAVY
QUARTER: 4 -----	