REPORT 4
89/05/10

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 :511-KUALA LUMPUR

004-DEFENCE PROGRAMS,PRODUCTS,SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
CONTINUE TO IDENTIFY NEW CAPABLE AGENTS WITH SUCCESFUL TRACK RECORDS TO REPRESENT CDN. DEFENCE PRODUCT MANUFACTURERS.	EXPAND LIST OF QUALIFIED AGENTS. INCREASE CHANCES OF SUCCESS IN FUTURE MIN. OF DEFENCE TENDERS.
MAINTAIN ON-GOING LIAISON BETWEEN MIN OF DEFENCE,TO RESOLVE RDF CONTRACT DISPUTE.	TERMS & CONDITIONS OF CONTRACT FULFILLED TO SATISFACTION OF BOTH SIDES & RDF SYSTEMS OPERATIONAL.
FOLLOW-UP ON CDN. DEFENCE CHIEF GEN. MANSON VISIT TO MALAYSIA.	STRENGTHEN CDN./MALAYSIAN DEFENCE RELATIONS.
FOLLOW-UP ON BEHALF OF CDN. PARTICIPANTS AT DSA 88 & SECURE MALAYSIAN CONCURRENCE FOR UPCOMING DEFENCE MISSION.	INTRODUCE SENIOR ARMES FORCES PERSONNEL TO CROSS SECTION OF CDN. DEFENCE PRODUCTS. ESTABLISH INTERPERSONAL LINK BETWEEN HIGH LEVEL RANKING OFFICERS OF ARMED FORCES.
FOLLOW-UP RCMP EOD TRAINING COURSE PROVIDED TO ROYAL MALAYSIAN POLICE FORCE OFFICERS.	INCREASE SALES OF EXPLOSIVE ORDINANCE DISPOSAL EQPT.
ASSIST CDN CO IN ITS MARKETING EFFORT TO SECURE SALES OF CRV 7 ROCKETS.	ESTABLISH CANADA AS BEST & MOST DEPENDABLE ROCKET SUPPLIER & SECURE CONTRACT ONCE FUNDS PERMIT TENDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ENHANCE CDN PRESENCE THROUGH ESTABLISHMENT OF NEW AGENCY AGREEMENTS. FOLLOW UP ON COMMITMENTS MADE DURING GENERAL MANSON VISIT. PROMOTE SOURCING OF CDN SECURITY PRODUCTS FOR CHOGM.	SENSTAR & BENDIX AVELIX APPOINTED LOCAL AGENTS; CDN FORCES ATTACHE TO BE POSTED TO KL TO COVER ASEAN COUNTRIES;INCOMING DEFENCE MISSION FIRMED UP FOR NOV;CCC PUTTING TOGETHER CONSORTIUM TO SUPPLY MLSIAN SECURITY PROD REQUIR'T FOR CHOGM.
QUARTER: 2 Follow up on commitments made during CDS General Manson visit to K.L.;promote EOD sales for CHOGM;assist Bristol Aerospace CRV7 marketing effort; introduce new defence products to MINDEF	Def. Attache arrived Aug;Chief of Army leading miss. to Cda 1 Nov;SMO Exec.Dir.briefing RMP on CHOGM security prod. rqrmts;Chief of Air Force confirmed attendance at Bristol Aerospace fire power demo;Leigh,Litton briefed Mindef on prods.
QUARTER: 3 Organize incoming defence mission;promote EOD equipment sale for use at CHOGM; introduce new defence products to Mindef.	Chief of Army led 9 man defence mission to Cda meeting 79 equip suppliers;CCC met RMP to promote security products for CHOGM;Bendix Avelex tendered for night vision goggles;RCMP to hold CHOGM security briefing in Kuala Lumpur
QUARTER: 4 -----	