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

004-DEFENCE PROGRAMS,PRODUCTS,SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO PROMOTE SECURITY PRODUCTS FOR USE AT CHOGM
CCC TURNKEY BID TO SUPPLY SECURITY EQUIPMENT REQUIREMENTS

W/DEF ATTACHE MAINT ACTIVE MKTG PROG W/SEN ARMED FORCES OFF. MENT & SERVICES
STRENGTHEN CDN PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-

CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKT STRAT. TRY.
PREPARE MLSIAN DEFENCE PRODUCTS SHOPPING LIST FOR CDN INDUS-

SUPP & ASSIST TO CDN CO TO MKT DEF PROD TO ARMY
CO AWARDED TENDER TO SUPPLY NIGHT VISION GOGGLES

SUPP & ASSIST TO CDN CO.,ENS AIR FORCE CHIEF VIS.THEIR PLANT
C$5 MN SALE OF CRV7 ROCKETS TO ROYAL MLSIAN AIR FORCE

ORG TECHN PRESENT BY CDN DEFENCE PROD SUPPLIERS TO MINDEF SION MAKERS.
THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

ASSIST COS WHICH MET INC DEF MISS TO DEV STRAT FOR MLSIAN MK VISITS TO KL
ENSURE COS HAVE EFFECTIVE AGENTS, ENCOURAGE MORE REGULAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote security product sales for CHOGM. Follow up opportunities emanating from Defence Mission to Cda;Secure local agents for Cdn coys; Resolve RDF contract dispute.

Police plan purchase of Scintrex EVD-1 detectors;Mindef considering additional NVG purchase from Bendix Avelex;Dep Army Chief to visit Oerlikon;Two new coys appoint local agents CCC submitted proposal to settle RDF contract.

QUARTER: 2 Quebec Defence Mission. Liaison calls on agents and MINDEF

Que companies called on various agents, Mlsian companies and MINDEF. Potential very high for success with one agency agreement signed and very real potential for 2 more

QUARTER: 3 -----

QUARTER: 4 -----