

comings will result in a loss of confidence in the product as well as the firm.

What To Bring

Seasoned business travellers bring a number of useful business supplies. Among those recommended are:

1. sales literature, and where applicable, samples
2. company stationery (for correspondence and thank-you notes)
3. business cards
4. extra passport photos (for visas, etc.)
5. small give-aways with the company's name printed on them.

The Canadian businessman who does not want to carry business cards and promotional material with him in his luggage can arrange to have it forwarded to the Canadian High Commission in Kuala Lumpur by air freight. Arrangements should be made approximately three weeks prior to arrival in Malaysia.

Follow-Up

Appropriate follow-up can be crucial to the success of a business visit. Thank-you notes as well as samples, brochures, and requested information should be quickly dispatched after return to Canada. Regular correspondence with contacts and representatives established while in Malaysia, as well as with the Commercial Division of the Canadian High Commission, will serve to promote legitimacy and business development. A follow-up visit should be planned in the event that there is business potential.

Travelling to Malaysia

Canadians entering Malaysia must be in possession of a valid passport. All visitors are required to have a visitor's pass which is issued at the Port of Entry upon arrival. A visa is not required. A valid international certificate of vaccination against cholera is required at Port of Entry. A yellow fever inoculation is required of arrivals from infected areas. Tetanus, polio, typhoid, and gamma globulin vaccinations are also strongly recommended. If travel in rural areas is planned, it is advisable to carry medication for malaria. Visitors are advised to contact the Department of Health and Wel-