

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

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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.  
STRENGTHEN CDN PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-

CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKT STRAT.  
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  
THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

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

MENT & SERVICES

TRY.

SION MAKERS.

VISITS TO KL

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 MVG  
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 -Continue calls on defence agents  
-Plan activities related to the Defence Asia  
90 Show

Increased the awareness of Canadian interest  
in the defence products sector. Assisted with  
the successful sale of night vision goggles to  
Ministry of Defence by Bendix Avelex