

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 - Defence Services Asia 90 trade show and briefing together with CFA
- Calls on Mindef and various Defence agents as follow up to mission to Canada

-8 Canadian firms participated at DSA 90 with potential sales reported amounting to \$69.4 million including assistance to Bristol Aerospace and sale of CRV7 rockets to Airforce.
-Increased awareness of Cdn defence products.

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

On 20th June 1989, DSA 90 in London was held. Various companies exhibited to promote their technology. DSA has plans to attend Aberdeen Air Show. Automotive division visited King.

Quarter 1 results on Cdn in locomotive market. The ATC equipment and technology. Participation at Aberdeen Air Show. Profile of Cdn automotive parts capability.

ETA has confirmed Alaris Treasury to issue report order for 10 additional 8K locomotives. Further than call for tender. Sale cancelled as Cdn B125.2 will not be used. System has now been provided for the supply of ATC system to BSA.

Quarter 2 results. Canadian companies in their ongoing bid efforts with Railways and BSA through closer linkages with their technology.

BSA may be buying a RAMP unit for Transport Cdn for Changi Airport. Interline Aviation has been certified & is expected to start pilot training in 89 for M3 City Bell expected to commence its decision to buy Toronto Montreal system technology.

Quarter 3 continues to assist BSA in the efforts to secure sale of ATC system to Transport of Civil Aviation. Lobby in favour of interline aviation. BSA's technology's market technology.