

REPT4D  
89/12/05

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. STRENGTHEN CDN PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-	MENT & SERVICES
	CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKT STRAT. PREPARE MLSIAN DEFENCE PRODUCTS SHOPPING LIST FOR CDN INDUS-	TRY.
	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-	SION MAKERS.
	ASSIST COS WHICH MET INC DEF MISS TO DEV STRAT FOR MLSIAN MK ENSURE COS HAVE EFFECTIVE AGENTS, ENCOURAGE MORE REGULAR	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 NVG purchase from Bendix Avelox;Dep Army Chief to visit Derlikon;Two new coys appoint local agents CCC submitted proposal to settle RDF contract.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	