

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 511-KUALA LUMPUR

005-COMM. & INFORM. EQP. & SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE IN DETAIL GOVERNMENT OF MALAYSIA RURAL TELEPHONE
DEVELOPMENT PLANS.

RE-ESTABLISH CDN MANUFACTURERS OF ANCILLARY
EQUIPMENT AS QUALITY SUPPLIERS OF RURAL
TELEPHONE SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 HEIGHTEN AWARENESS OF CDN REMOTE SENSING TECH.
AND IDENTIFY AREAS OF OPPORTUNITY; ESTABLISH
SENIOR CONTACTS AT STM AND UNDERTAKE PROGRAM OF
VISITS TO PRINCIPAL EQUIPMENT BUYERS/MANUFAC-
TURERS.

MET WITH D.G. OF SURVEY & MAPPING, GEOLOGICAL
SURVEY DEPTS; ARRANGED PAMAP DEMONSTRATIONS TO
AGRIC DEPT, PROMOTED REMOTE SENSING APPLICATION
FOR CROP FORECASTING. SPAR & SR TELECOM VISITED
KL, APPOINTED AGENTS, IDENTIFIED POTENTIAL J. V.

QUARTER: 3 REP. WITH SR LEVEL GOV'T COMMUNICATIONS OFFIC-
IALS TO PROMOTE CDN CAPABILITIES; DEVELOP MKT FOR
REMOTE SENSING EQUIPMENT; DEVELOP PLAN OF ACTION
WITH MDA TO PROMOTE SATELLITE EARTH STATIONS.

MET SR OFFICIALS AT STM, RTM, SURVEY DEPT TO PRO-
MOTE SPAR, LEBLANC & ROYLE, NEXUS, AEG BAYLY & LAND
REG. INFO SERVICES; PCI IMAGE ANALYSIS SYS. SOLD
TO ITM(\$100K); AGREEMENT REACHED WITH EPU FOR
PURCHASE OF MDA GEOCODED IMAGE ANA. SYS. (\$3.0M)

QUARTER: 4 -----