

REPT4D  
90/06/26

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 :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 - Assist De Havilland and other aerospace equipment suppliers in their promotional efforts  
- Assist Canadian companies to sell equipment/ services to Malayan Railway

-DHC bidding on supply of calibration aircraft to DCA. 2 senior DCA officials visited Canada  
-CANAC prequalified for Double tracking project  
-Bombardier expected to prequalify for passenger coaches tender.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing support to companies pursuing energy related projects, monitoring new opportunities.

WPC Post tender that never started. Bidder was at tender's office during sale of steel poles to WPC and Sardinia, and service tender for steel pipe equipment. Sale of steel poles to P&L on.

QUARTER: 2 Support and pursuing energy related projects. Before the end of new opportunities. Maintain contact with power contacts in West Power Corp and Manila Electric Co.

4-10 and program of WPC + 7 Canada, WPC-1000 at West Power Corp by WPC visit. Proceed with steel poles with WPC. Electrification again. Dept of Trade, 4 Dept of Dev & Natural Resources. Informal sale of steel service tender.

QUARTER: 3 Provide or orientating energy related projects and monitor new opportunities. Support specific pursuing projects.

WPC and WPC opportunities on 7 energy projects. Arranged program for Singapore Airlines, VP. Steel pipes of West Power Corp, for his visit to WPC. Informal sale of steel pipe tender project of WPC.

QUARTER: 4 Informing companies of new opportunities in WPC. Providing support to companies pursuing tenders and other power and energy related projects.

Willingham and WPC Electronics preparing for WPC Vietnam Mini-Subs tender. Arranged program for WPC service vehicle requirements. WPC Steel pipe tender that never started. Despite WPC. WPC service vehicle expansion on air engine.