

REPT4D
90/01/23

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY
ESTABLISH CDN CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

TO RAILWAY

SUPP CDN CO FOR UPCOMING TENDER TO SUPPLY ATC SYSTEM
ENSURE CDN CO'S CONTINUING PRESENCE IN MALAYSIA

ASSIST CDN SUPPL TO INTROD RAPID INTERV VEHICLES(RIV)& OTHER
SUCCESSFULLY BID SUPPLY OF 7 RIV TO MALAYSIAN DEPT OF CIVIL

AVIATION

ALERT CDN COS TO MOT NEG W/IBRD FOR C\$180MN INTEG TRANS.LOAN
ENSURE CDN COS MARKET CAPABILITIES, VISIT MLSIA & BID TEN-

TERS.

ASSIST CDN CO TO SEC 5 YR TECH ASSIST CONTR W/MIN OF TRANSP
MAINTAIN CDN'S PRESENCE IN SECTOR; ENCOURAGE "BUY CDA"

ALERT CDN COS TO PRIOR NEW AIRPORT EXPAN PROJ.
INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

AEROSPACE SECTOR

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8
MAINTAIN CDN CO AS VIABLE CONTENDER TO SAAB & OTHER

COMPETITORS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist GM Cda in locomotives marketing;Promote
Cdn ATC equipment and technology;Promote Mlsian
participation at Abbotsford Air Show;Heighten
profile of Cdn automotive parts capability.

GM Cda sold \$100,000 in locomotive parts;
Raytheon conducted seminar to promote radar
technology;DCA & MAS reps to attend Abbotsford
Air Show.Automotive mission visited Klmpr.

QUARTER: 2 Assist Canadian companies in their ongoing bid
efforts with Railways and DCA through closer
linkeages with these authorities.

KTM has convinced Mlsian Treasury to issue
repeat order for 10 additional GM locomotives
(rather than call for tender).A sale estimated
at Cdn Dlr\$21.3 million.Raytheon has now been
prequalified for the supply of ATC systems to DCA

QUARTER: 3 -----

QUARTER: 4 -----