

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 :011-OIL & GAS EQUIPMENT,SERVICES  
MALAYSIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 -Promote technical & managerial training programs for petroleum industry  
-Continue to attract more Cdn suppliers to Mlsia  
-Introduced additional candidates for Petronas/PRI advisory committee

-Aspid invited to submit proposal to Permata.  
Petronas Human-Res VP has visited Cdn R&T fac.  
-4 add.Cdn coys now represented locally & currently bidding.  
-Appt of 2 Cdn expected to raise Cdn profile

EQUIPMENT SALES

ASSIST Cdn CO IN THEIR PLANS TO ESTABLISH LOCAL JOINT VENTURES  
STRENGTHEN LOCAL Cdn PRESENCE IN TELECOMS SECTOR; INCREASE

SUPPLY CAPABILITY

HELP Cdn CO IN REPUTE BUILDING TO ESTABLISH JOINT VENTURES  
BROADEN REPUTATION Cdn REPUTE BUILDING CAPABILITY; PROMOTE Cdn

TENDER BIDS

TRACK DESIGN PLAN OF STR & RIN TO DETERMINE NEW SATILLITE BIDS  
EDUCATE Cdn INDUSTRY ON MARKET PROSPECTS; INCREASE NO. OF Cdn

LOCAL AFFILIATES

ASSIST Cdn CO IN FORM PARTNER/LOCAL SUPPLY IN AREA OF FERTILISER  
PROMOTE Cdn CO'S WITH GREATER RANGE OF QUALIFIED

VISIBLE ALTERNATIVES

ESTABLISH DATABASE REPUTATIONS OF MALAYSIAN UTILITIES  
ADVISE Cdn INDUSTRY OF SALES PROSPECTS; ESTABLISH Cdn AS

VISIT MARKET

IDENTIFY Cdn UTILITIES PROCESS CONTROL INSTRUM & ASSETS Mkt PROG.  
MATCH MALAYSIAN NEED TO Cdn SUPPLY CAPAB; MORE Cdn SUPPLIERS

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

Director of Satellite Unit to visit Commission  
awarded \$1 m aerial survey contract. Cdn satellite  
satellite data interpretation contract. Cdn  
companies signed agency agreements.

QUARTER: 1 Promote Cdn satellite expertise in STM, STM and  
ITU encourage Cdn to provide telecom expertise  
Identify new opportunities for remote sensing  
services & technology

Specimens study complete; await project  
implementation & telecom firm participated in  
Satellite Mission. Satellite seminar attracted 28  
agents and end-users. 3 invites from STM for  
TECH program.

QUARTER: 2 Assist Spectron in presenting study to ITRI;  
conduct defence/telecommunication mission  
Identify participants for ITRI Total Network  
Management Training.

TRACER signed RMU Oct 89; proceeding  
with contract negotiations. All earlier work  
received. Four Canadian firms represented at  
Remote Sensing Conference.

QUARTER: 3 Training for incoming telecom officials  
including Spectron Engineering and Cdn with  
project of ITRI product seminar for All Canada  
to Malaysian government officials; seminar  
Remote Sensing Conference.