

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

INFORM CDN PIPELINE CONSTRUCTION COS OF PGUP II DEVELOPMENTS
CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

CONTRACTOR

IDENT CDN FIRMS TO BID ON DULANG OILFIELD & MELAKA REFINERY
MORE CDN COS VISIT MARKET, APPOINT LOCAL ASSOCIATES, BID

TENDERS

INTRO NEW OIL/GAS EQPT/SERV SUPPL:DEV SHORTL.OF QUAL AGENTS
OIL & GAS COS INCL ON UPCOMING PROV TRADE MISSIONS; 3 COS

APPOINT LOCAL REPS

PROM CDN TECH & MANAG TRAINING PROG FOR THE PETROLEUM IND.
SECURE MLSIAN PARTICIPANTS ON ASIPIID & BSAM; HRD SEMINARS

TO PETRONAS

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT
CONGAS GAS DISTRIBUTION STUDY COMPLETED; CDN COS ALERTED TO

SALES PROSPECTS

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST.
CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

TION PURSUED

SUPP CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY
ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

PLIER OF SERVICES

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT.
CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

CONTRACTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source
suppliers to Mlsian market;Promote Cdn involve-
ment in new Petronas Petroleum Research
Institute.

6 coys participated at Mlsian Oil & Gas Show;
Mlsian attendees at Intercon signed 5 agency
agreements;Cdns sought by Petronas to head new
Training Institute;Maloney sold 2nd glycol unit
at \$1.6 mn.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian
Oil & Gas Show providing them with regular info
on upcoming opportunities.Assist companies not
yet represented locally in finding suitable
agent

Increase our market share for oil and gas
equipment and services

QUARTER: 3 Organize Alberta oil and Gas Mission.
Prepare Norcen VIP visit

All Alberta mission participants(7) now locally
represented and on bidders list for upcoming
tenders. Norcen seriously considering major
investment in Malaysia.