REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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	
CONTINUE TO PROVIDE SUPPORT TO CDN CO & THEIR LOCAL AGENT IN THEIR PURSUIT OF MAS CONTRACT FOR REPLACEMENT OF EXISTING F-27 AIRCRAFT.	MAINTAIN CDN CO AS CONTENDER AGAINST TOUGH BRITISH & DUTCH COMPETITORS.
ASSISTING CANADIAN CONSULTANTS IN THEIR EFFORT TO SECURE CONSULTING CONTRACTS WITH RAILWAYS.	EXPAND CANADIAN CONSULTANTS' PRESENCE IN RAILWAYS & POSITION THEM FOR DOWNSTREAM WORK AS PRIVATIZATION PROCEEDS.
ASSIST CANADIAN CO IN ITS EFFORT TO INTRODUCE THEIR LOCOMOTIVES INTO MALAYSIA	WIN CONTRACT FOR SUPPLY OF SHUNTERS & SPARE PARTS.
WORK WITH CANADIAN COMPANIES TO IDENTIFY UPCOMING TRANSPORTATION RELATED PROJECTS STEMMING FROM NATIONAL TRANSPORT STUDY.	POSITION CONSULTING COS TO OFFER EQPT. & SERVICES AHEAD OF COMPETITORS.
PROMOTE CDN. MADE AVIONICS, NAVAIDS & ATC EQPT.. FOLLOW-UP ON COMMERCIAL OPPORTUNITIES IDENTIFIED IN THE AEROSPACE PRODUCTS & SERVICES MARKET STUDY	INTRODUCE CDN. SUPPLIERS TO THE MARKET & HELP THEM PURSUE POST RECESSION OPPORTUNITIES.
ASSESS INTEREST ON PART OF RAILWAYS, AIRLINES & BUS COS IN ACQUIRING HEAVY DUTY CLEANING MACHENERY FOR ENGINES & PARTS	HELP CDN. SUPPLIERS OF SUCH MAC HINERY INTRODUCE THEIR EQPT. TO MALAYSIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PROMOTE SALES OF CDN EQUIPMENT AND SERVICES TO RAILWAYS; IDENTIFY AEROSPACE UPGRADE PROGRAM AND ALERT CDN FIRMS TO PURCHASE PLANS FOR AVIONICS, ATC SYSTEMS AND FIRE FIGHTING VEHICLES.	GM CDA AWARDED C$2MN CONTRACT FOR SHUNTING LOCOS ; CPCS COMPLETED FREIGHT COSTING STUDY; LAVALIN COMPLETED FIRST PHASE OF NAT'L TRANSPORT STUDY & BIDDING ON PHASE II; RAYTHEON INVITED TO GIVE SEMINAR TO DCA, CMC, NORDIC & WALTEK BIDD. UPCOMING
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	