

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	<ul style="list-style-type: none"> <li>-Promote technical &amp; managerial training programs for petroleum industry</li> <li>-Continue to attract more Cdn suppliers to Mlsia</li> <li>-Introduced additional candidates for Petronas/PRI advisory committee</li> </ul>	<ul style="list-style-type: none"> <li>-Asipid invited to submit proposal to Permata.</li> <li>Petronas Human-Res VP has visited Cdn R&amp;T fac.</li> <li>-4 add.Cdn coys now represented locally &amp; currently bidding.</li> <li>-Appt of 2 Cdn expected to raise Cdn profile</li> </ul>

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	<ul style="list-style-type: none"> <li>Presented Cdn satellite expertise in VIM, BTR and TUL packages prior to private telecom expertise</li> <li>Identify new opportunities for remote banking services &amp; technology</li> </ul>	<ul style="list-style-type: none"> <li>Director of satellite unit to visit Cdn mission</li> <li>awarded 51 m aerial survey contract, Cdn satellite data interpretation contract, Cdn companies signed agency agreements.</li> </ul>
QUARTER: 2	<ul style="list-style-type: none"> <li>Active spectrum in presenting study to 4TH Cdnco/telecommunication mission</li> <li>Identify participants for TASE Total Network Management Training.</li> </ul>	<ul style="list-style-type: none"> <li>Specialized study completed, multi project implementation &amp; telecom firms participated in Cdnco mission, Cdnco satellite contract 25 agents and sub-agents, 3 invites from 2TH for TONEC program.</li> </ul>
QUARTER: 3	<ul style="list-style-type: none"> <li>Training for incoming telecom officials</li> <li>including spectrum engineering and COT with project at 1TH, product seminar for All Canada to Malaysian government officials, seminar</li> </ul>	<ul style="list-style-type: none"> <li>1TH/2TH signed RMU Oct 89; proceeding with contract negotiations. All seminar well received. Four Canadian firms represented at Remote Banking Conference.</li> </ul>
QUARTER: 4	<ul style="list-style-type: none"> <li>Presented Cdn satellite expertise in VIM, BTR and TUL packages prior to private telecom expertise</li> <li>Identify new opportunities for remote banking services &amp; technology</li> </ul>	<ul style="list-style-type: none"> <li>Director of satellite unit to visit Cdn mission</li> <li>awarded 51 m aerial survey contract, Cdn satellite data interpretation contract, Cdn companies signed agency agreements.</li> </ul>