

REPORT 4
89/10/10

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

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

<p>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.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 Alert Canadian companies to Genting highway project;assist de Havilland to market Dash 8; promote Cdn sales to KTM and DCA.</p> <p>QUARTER: 4 Promote Canadian avionics, navadis and ATC equipt;Heighten profile of Cdn equipment and services suppliers with MAS</p>	<p>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</p> <p>Dessau & Delcan pursuing local associates to bid highway proj;Post organized Dash 8 demo flight; GM Canada met KTM to discuss new rolling stock requirements;Canadian firms alerted to DCA security equipment needs for CHOGM.</p> <p>Consortium including Canadian Marconi, Navtel, Audor, Pelorus and local partner,Airod, to bid turnkey navaid package for Subang Airport; CAE bidding MAS simulator tender</p>
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