

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

011-OIL & GAS EQUIPMENT,SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT CDN. CONSULTING FIRMS & EQPT. SUPPLIERS IN THEIR EFFORTS TO OBTAIN CNG RELATED CONTRACTS.

TRANSFER CDN. TECHNOLOGY THROUGH PARTIAL MANUFACTURING & WIN CONSULTING CONTRACTS FOR CNG INDUSTRIAL CONVERSION PROJECTS.

SUPPORT PREQUALFIED BIDDERS FOR PGUP II PROJ. BY WORKING CLOSELY WITH THEM, THEIR LOCAL ASSOCIATES, EDC & COUNTER TRADE COS. AS REQUIRED IN SUBMISSION OF TENDERS

ENSURE CDA. GETS A SHARE OF THIS \$600M PROJ.

CONTINUE TO IDENTIFY SUITABLE REPRESENTATIVES & INTRODUCE THEM TO CDN. SUPPLIERS

CONCLUDE NEW REPRESENTATION AGREEMENTS & INCREASE EQPT. & SERVICE SALES POTENTIAL

IDENTIFY CDN. MANUFACTURERS OF OFFSHORE EXPLORATION EQPT. CAPABLE OF SUPPLYING TO CONCESSION HOLDERS.

INCREASE CDN. EXPOSURE TO MALAYSIAN MKT. & REPLACE TRADITIONAL SUPPLIERS.

ENCOURAGE PETRONAS & LOCAL INDUSTRY PARTICIPATION IN MANAGEMENT TRAINING PROGRAMS.

ESTABLISH CDN REPUTATION AS LEADER IN HUMAN RESOURCE DEVELOPMENT IN OIL & GAS SECTOR.

PROMOTE CDN. CONSULTING EXPERTISE IN REGULATORY ASPECTS OF IMPLEMENTATION OF CNG CONVERSION PROGRAMS.

TRANSFER CDN. EXPERIENCE TO MALAYSIA AND ESTABLISH OPPORTUNITY FOR CONSULTING SERVICES & POSSIBLE GOVT. TO GOVT. COLLABORATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN COMPANIES BIDDING PGUP II PROJECTS; PROMOTE CDN PARTICIPATION IN EXPANDED MLSIAN OFFSHORE DEVELOPMENT PROGRAM; ALERT MFRS OF EXPLORATION EQUIPMENT/SERVICES TO MLSIAN REQUIREMENTS.

IPSCO CALLED IN FOR TECH DISCUSSIONS & PETRONAS TEAM VISITED THEIR STEEL PLANT; HOME OIL/TEXACO /PETRO CDA GULF CDA/SUN OIL CONSORTIA AWARDED PRODUCTION SHARING CONTRACTS FOR OFFSHORE EXPLORATION; SHAW PIPE, CANSPEC, TECHMASTER BIDDING EQU

QUARTER: 2 -----

QUARTER: 3 Support Cdn participation in PGUP proj; introduce new Cdn suppliers of equipment, services & technology; identify training opportunities resulting from opening of Petronas manpower training centre.

Visit of Alta Min Shaben; MMC awarded contract to build pipeline, Cdn cos to pursue sub-contracts; 12 new cos introduced at GASTECH 88; Home Oil and Gulf Cda signed PSC with Petronas; Nova awarded QC contract. SAIT & Canuck submit training prop.

QUARTER: 4 Identify new equipment suppliers to bid upcoming tenders; Assist consultants and equipment suppliers to obtain CNG contracts; promote Cdn participation in exploration and product activities.

Cardium Tools Services, Cdn Intl Fluid Services submitted bids for Petronas; BC Gas pursuing franchise for gas distribution network; Gulf Cda and IPL signed production sharing contracts with Petronas Carigali.