

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 :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
MALAYSIA

PLANNING:                      ACTIVITIES PROPOSED IN POST PLAN:                      ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY                      TO RAILWAY  
ESTABLISH CDN CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

SUPP CDN CO FOR UPCOMING TENDER TO SUPPLY ATC SYSTEM  
ENSURE CDN CO'S CONTINUING PRESENCE IN MALAYSIA

ASSIST CDN SUPPL TO INTROD RAPID INTERV VEHICLES(RIV)& OTHER                      AVIATION  
SUCCESSFULLY BID SUPPLY OF 7 RIV TO MALAYSIAN DEPT OF CIVIL

ALERT CDN COS TO MOT NEG W/IBRD FOR C\$180MM INTEG TRANS.LOAN                      DERS.  
ENSURE CDN COS MARKET CAPABILITIES, VISIT MLSIA & BID TEN-

ASSIST CDN CO TO SEC 5 YR TECH ASSIST CONTR W/MIN OF TRANSP  
MAINTAIN CDN'S PRESENCE IN SECTOR; ENCOURAGE "BUY CDA"

ALERT CDN COS TO PRIOR NEW AIRPORT EXPAN PROJ.                      AEROSPACE SECTOR  
INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8                      COMPETITORS  
MAINTAIN CDN CO AS VIABLE CONTENDER TO SAAB & OTHER



TRACKING:                      ACTIVITIES UNDERTAKEN IN QUARTER:                      QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist GM Cda in locomotives marketing;Promote  
Cdn ATC equipment and technology;Promote Mlsian  
participation at Abbotsford Air Show;Heighten  
profile of Cdn automotive parts capability.

GM Cda sold \$100,000 in locomotive parts;  
Raytheon conducted seminar to promote radar  
technology;DCA & MAS reps to attend Abbotsford  
Air Show.Automotive mission visited Klmpr.

QUARTER: 2 Assist Canadian companies in their ongoing bid  
efforts with Railways and DCA through closer  
linkeages with these authorities.

KTM has convinced Mlsian Treasury to issue  
repeat order for 10 additional GM locomotives  
(rather than call for tender).A sale estimated  
at Cdn Dlr\$21.3 million.Raytheon has now been  
prequalified for the supply of ATC systems to DCA

QUARTER: 3 Continue to assist Raytheon in its efforts to  
secure sale of RAMP system to Department of  
Civil Aviation. Lobby in favour of Interlake  
Aviation. Promote Bombardier's monorail  
technology.

DCA may be buying a RAMP unit fm Transport Cda  
for Subang Airport.Interlake Aviation has been  
certified & is expected to start pilot training  
in Cda for MAS.City Hall expected to reconsider  
its decision to buy Vonroll Monorail System