REPORT 4
89/05/10

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 EQUI
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	-----	