

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 :505-JAKARTA

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

COMPLETE BUKIT ASSAM PROJECT - RAIL & COMM. SYSTEM
\$8M IN SALES

BEGIN UPDATE WEST SUMATRA RAILWAY
CONSULTANCY CONTRACT

COMPLETE SALE - REFIT LOCOMOTIVES
\$20M

REPAIR/OVERHAUL TWIN OTTERS FOR MERPATI
\$12

PREPARE DETAILED REPORT ON LRT PROSPECTS
ANCILLARY EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 A.Repair/overhaul Twin Otters for Merpati
- B.Bukit Assam project
- C.Canadair/IPTN Market study.
- D.Canadair Challenger promotion

- QUARTER: 2 -OBJECTIVE WAS TO ADVANCE MERPATI TWIN OTTER
REFURBISHMENT PROJECT
- NEED TO COMPLETE CPCS, IAL & SYSCO PORTIONS OF
BUKIT ASSAM PROJECT

QUARTER: 3 Completed Bukit Asam project incl rails & obtain
firm indication of financing for Merpati.

- QUARTER: 4 -Complete BUKIT ASSAM PROJECT
- Repair/Overhaul of TWIN OTTERS for MERPATI

QUARTERLY RESULTS REPORTED:

- A. Identified potential Cdn supplier.
- B. Assisted processing \$8m rail/comms sales/serv.
- C. Preliminary indications of sufficient market
potential. D. Confirmed sale one Challenger;
further sales pending.

- EXECUTIVES OF MERPATI WERE CHANGED, THERE WAS
SECT 31 CREDIT REQUEST REFUSED.
- CPCS HAS BEEN CONTRACTED BY IBRD TO PROVIDE OPS
SUPPORT, IAL IS COMPLETING COMMUNICATIONS
SECTION & SYSCO IS PENDING.

CIDA funding for Bukit Asam was extended to end
1990.
Coal hopper cars were assembled & delivered.

- All major remaining transactions for BUKIT ASSAM
PROJECT were completed.
- Convinced GOI of necessity of accepting export
credits for the TWIN OTTER deal. Were successful
in having a serious CDW supp. come to visit JKT.