

The Canadian High Commission in Kuala Lumpur can provide you with lists of suitable agents in Malaysia. You would then write to the recommended firms directly and, once contact is established, plan a meeting with the agents in order to select one. Agents selected should be appointed for a trial period of about one year. The presence of an agent does not preclude regular

visits to Malaysia to support the agent's efforts and show the customer organization(s) that you are a serious supplier.

Technical support in the form of regular product updates, modifications and developments are important to the agent's training and maintaining product credibility.

IMPORT REGULATIONS

In its 1995 budget, the Malaysian government abolished import duties on a wide range of over 800 items, including food production equipment, plastics, iron and steel, electric motors, and printing equipment. It also reduced duties on a number of other items. In its desire to

become more export-oriented, it has allowed the reconditioning of used machinery to facilitate the use of imported inputs in export items. All these measures serve to bring Malaysia closer to fulfilling its World Trade Organization and ASEAN Free Trade Area obligations.

TENDERING ON PROJECTS

Malaysian government agencies are responsible for the procurement of infrastructure equipment for power, water, irrigation and transport development. These purchases are often arranged with foreign suppliers in response to international tendering. Successful project bidding requires close contact with the Malaysian government departments and international agencies responsible for project planning and implementation. Canadian companies should choose a Malaysian representative or associate in advance of a tender call to allow their involvement at

the earliest possible stage. Only companies willing to invest a significant amount of time in the Malaysian market are advised to seek out these kinds of projects.

Procurement by Malaysian government agencies may be financed internally through Malaysian government funds or through international financial institutions such as the Asian Development Bank (ADB) or the World Bank. Procurement procedures vary with the government department, lending country and international agency.