

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DIRECT FOLLOW UP AND MARKETING PROGRAM WITH PARTICIPANTS IN EXPO INDUSTRIAL COOPERATION 86 PROGRAM FROM RAILWAY SECTOR.

EXPAND NUMBER OF AGENCY AGREEMENTS FOR SUPPLY OF RAILWAY EQUIPMENT AND TECHNOLOGY.

SYSTEMATIC ANALYSIS OF AUTOMOTIVE PARTS AND COMPONENTS CURRENTLY IMPORTED TO IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY SOURCED FROM CANADA.

ENCOURAGE AT LEAST TWO NEW CANADIAN SUPPLIERS TO MARKET THEIR PRODUCTS IN MALAYSIA.

PROMOTE CANADIAN CAPABILITY TO SUPPLY COMMUNICATIONS, SIGNALLING, CONTROL AND ELECTRICAL EQUIPMENT TO RAILWAY.

POSITION CANADIAN COMPANIES AS SUPPLIERS FOR EXPECTED FUTURE TENDERS.

ORGANIZED PROGRAM OF CALLS ON MAJOR AUTO ASSEMBLERS, PARTS MANUFACTURERS AND INDUSTRY ASSOCIATIONS TO MARKET CANADIAN TECHNOLOGY AND SUPPLY CAPABILITY.

HEIGHTEN PROFILE OF CANADIAN AUTOMOTIVE INDUSTRY AND ESTABLISH POTENTIAL AREAS FOR FUTURE SALES.

IDENTIFY MALAYSIA'S PLAN TO PURCHASE ENGINE PARTS, AIRCRAFT ASSEMBLIES, ETC. AND PROMOTE CANADIAN SOURCING.

INCREASE CANADIAN SALES OF ENGINE PARTS AND ASSEMBLIES AND HEIGHTEN AWARENESS OF CANADIAN CAPABILITIES IN AEROSPACE ELECTRONICS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTE CDN PARTICIPATION IN KTM DEVELOPMENT PROGRAM; PROVIDE MARKETING SUPPORT TO DE HAVILLAND.

ASSISTED CPCS TO CONCLUDE WORLD BANK CONTAINER PROJECT CONTRACT NEGOTIATIONS WITH KTM; IDENTIFIED 2 AGENTS TO REPRESENT CDN EQUIPMENT; COORDINATED MKTING STRATEGY WITH DHC LOCAL AGENT MET SENIOR OFFICIALS IN MAS, MIN OF TRANSPORT.

QUARTER: 3 PROMOTE CDN CAPABILITY TO SUPPLY EQUIPMENT TO RAILWAY; MARKETING SUPPORT TO DE HAVILLAND FOR F27 REPLACEMENT CONTRACT.

GM CDA SUBMITTED BID TO KTM TO SUPPLY SHUNTER LOCOMOTIVES; OBTAINED ADVANCE COPIES OF KTM RAIL & LATHE TENDERS & NOTIFIED CDN INDUSTRY; DE HAVILLAND LOST F27 REPLACEMENT CONTRACT TO FOKKER BUT PRATT & WHIT. CDA TO SUPPLY ENGINES.

QUARTER: 4 -----