

REPT4D
90/01/23

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

- 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.

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

- 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.

QUARTER: 3 -----

QUARTER: 4 -----