

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

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE AND SUPPORT CANADIAN COMPANIES IN THEIR ESTABLISHMENT OF CONSORTIA WITH MALAYSIAN FIRMS AND IN THEIR BID PREPARATIONS ON THE ACCELERATED TRANSMISSION PROJECT.

RESEARCH LOCAL CONSULTING CAPABILITIES TO DEVELOP A DETAILED INVENTORY OF AGENTS AND THEIR AREAS OF EXPERTISE FOR USE IN ADVISING CANADIAN COMPANIES OF POTENTIAL LOCAL AFFILIATIONS.

MONITOR CLOSELY THE EVOLUTION OF POWER 12 AND ADB PENINSULAR TRANSMISSION TENDERS, NOTIFY CANADIAN FIRMS ACCORDINGLY AND MONITOR IMPLICATIONS FOR RURAL ELECTRIFICATION.

VISIT SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO INTRODUCE THEM TO COMPREHENSIVE RANGE OF CANADIAN CAPABILITIES AND TO GATHER MARKET INTELLIGENCE.

PROMOTE CANADIAN CAPABILITIES IN THE POWER SECTOR.

ENSURE THAT CANADA IS REPRESENTED IN THESE BIDS AND THAT AT LEAST ONE OF THE EIGHT WINNING CONSORTIA INCLUDES A CANADIAN PARTNER.

INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED BY QUALIFIED LOCAL AGENTS FOR THE MALAYSIAN MARKET.

INCREASE THE NUMBER OF CDN SUPPLIERS WITH LOCAL AGENTS AND ESTABLISH INITIAL EQUIPMENT SALES FOR CANADA IN THIS SECTOR.

IDENTIFY STATE PROJECTS THAT OFFER OPPORTUNITIES FOR EXPORT AND/OR JOINT VENTURES FOR CANADIAN COMPANIES.

ENHANCEMENT OF PROFILE FOR CDN TURNKEY CAPABILITIES IN THIS SECTOR AND IDENTIFICATION OF SUITABLE PROJECTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INTRODUCE SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO RANGE OF CDN TECHNOLOGY AND CAPABILITIES; ASSIST BG CHECO IN PROMOTION OF CAPACITATIVE COUPLER.

QUARTER: 3 SUPPORT AECL IN THEIR FOOD IRRADIATION TENDER TO PUSPATI; MONITOR EVOLUTION OF IBRD POWER LOANS; ASSIST BG CHECO IN PROMOTION OF CAPACITATIVE COUPLER.

QUARTER: 4 -----

SEB & SESCO PARTICIPATED IN INCOMING ASEAN POWER MISSION, POST ARRANGED MARKETING TRIPS TO EAST MALAYSIA FOR CI POWER AND ONT. HYDRO; SEB & SESCO PRIORITY PROJECTS INCLUDED IN CIDA RECOMMENDATIONS TO EPU FOR GRANT FUNDING; QUE. ENERGY MTRY

NEG. CONCLUDED WITH PUSPATI & PROPOSED CONTRACT SENT TO AECL FOR RATIFICATION; AECL SOLD GAMMA BLOOD IRRADIATOR TO LOCAL HOSP. (\$65K); 2 NEB TENDERS IDEN. & RELEVANT CDN FIRMS NOTIFIED; BG CHECO CONCLUDED \$1.5M EQUIPMENT SALE TO SESCO.