

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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	<p>CONTINUE TO PROVIDE SUPPORT TO CDN CO &amp; THEIR LOCAL AGENT IN THEIR PURSUIT OF MAS CONTRACT FOR REPLACEMENT OF EXISTING F-27 AIRCRAFT.</p> <p>ASSISTING CANADIAN CONSULTANTS IN THEIR EFFORT TO SECURE CONSULTING CONTRACTS WITH RAILWAYS.</p> <p>ASSIST CANADIAN CO IN ITS EFFORT TO INTRODUCE THEIR LOCOMOTIVES INTO MALAYSIA</p> <p>WORK WITH CANADIAN COMPANIES TO IDENTIFY UPCOMING TRANSPORTATION RELATED PROJECTS STEMMING FROM NATIONAL TRANSPORT STUDY.</p> <p>PROMOTE CDN. MADE AVIONICS, NAVAIDS &amp; ATC EQPT. FOLLOW-UP ON COMMERCIAL OPPORTUNITIES IDENTIFIED IN THE AEROSPACE PRODUCTS &amp; SERVICES MARKET STUDY</p> <p>ASSESS INTEREST ON PART OF RAILWAYS, AIRLINES &amp; BUS COS IN ACQUIRING HEAVY DUTY CLEANING MACHENERY FOR ENGINES &amp; PARTS</p>	<p>MAINTAIN CDN CO AS CONTENDER AGAINST TOUGH BRITISH &amp; DUTCH COMPETITORS.</p> <p>EXPAND CANADIAN CONSULTANTS' PRESENCE IN RAILWAYS &amp; POSITION THEM FOR DOWNSTREAM WORK AS PRIVATIZATION PROCEEDS.</p> <p>WIN CONTRACT FOR SUPPLY OF SHUNTERS &amp; SPARE PARTS.</p> <p>POSITION CONSULTING COS TO OFFER EQPT. &amp; SERVICES AHEAD OF COMPETITORS.</p> <p>INTRODUCE CDN. SUPPLIERS TO THE MARKET &amp; HELP THEM PURSUE POST RECESSION OPPORTUNITIES.</p> <p>HELP CDN. SUPPLIERS OF SUCH MAC HINERY INTRODUCE THEIR EQPT. TO MALAYSIA.</p>

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PROMOTE SALES OF CDN EQUIPMENT AND SERVICES TO RAILWAYS; IDENTIFY AEROSPACE UPGRADE PROGRAM AND ALERT CDN FIRMS TO PURCHASE PLANS FOR AVIONICS, ATC SYSTEMS AND FIRE FIGHTING VEHICLES.	GM CDA AWARDED C\$2MN CONTRACT FOR SHUNTING LOCOS ; CPCS COMPLETED FREIGHT COSTING STUDY; LAVALIN COMPLETED FIRST PHASE OF NAT'L TRANSPORT STUDY & BIDDING ON PHASE II; RAYTHEON INVITED TO GIVE SEMINAR TO DCA, CMC, NORDIC & WALTEK BIDD. UPCOMING
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	