

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 :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT,SERVICES  
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INFORM CDN PIPELINE CONSTRUCTION COS OF PGUP II DEVELOPMENTS CONTRACTOR  
CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

IDENT CDN FIRMS TO BID ON DULANG OILFIELD & MELAKA REFINERY TENDERS  
MORE CDN COS VISIT MARKET, APPOINT LOCAL ASSOCIATES, BID

INTRO NEW OIL/GAS EQPT/SERV SUPPL:DEV SHORTL.OF QUAL AGENTS APPOINT LOCAL REPS  
OIL & GAS COS INCL ON UPCOMING PROV TRADE MISSIONS; 3 COS

PROM CDN TECH & MANAG TRAINING PROG FOR THE PETROLEUM IND. TO PETROWAS  
SECURE MLSIAN PARTICIPANTS ON ASIPID & BSAM; HRD SEMINARS

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT SALES PROSPECTS  
CONGAS GAS DISTRIBUTION STUDY COMPLETED; CDN COS ALERTED TO

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST. TION PURSUED  
CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

SUPP CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY PLIER OF SERVICES  
ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT. CONTRACTS  
CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source  
suppliers to Mlsian market;Promote Cdn involve-  
ment in new Petronas Petroleum Research  
Institute.

6 coys participated at Mlsian Oil & Gas Show;  
Mlsian attendees at Intercon signed 5 agency  
agreements;Cdns sought by Petronas to head new  
Training Institute;Maloney sold 2nd glycol unit  
at \$1.6 mn.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian  
Oil & Gas Show providing them with regular info  
on upcoming opportunities.Assist companies not  
yet represented locally in finding suitable  
agent

Increase our market share for oil and gas  
equipment and services

QUARTER: 3 -----

QUARTER: 4 -----