

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

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PROM INFO EXCHANGE BETWEEN UTILITIES ON POLICIES,OPERAT.,MRD  
ESTABLISH INSTITUTIONAL LINKAGES AND PROSPECTS FOR COMMER-

CIAL COOPERATION

ENCOUR CDN COAL SUPP TO MKT AGRES PROD TO NAT.ELEC.BOARD  
OBTAIN A NICHE IN MARKET FOR CDN COAL NOW PRIMARILY SOURCED

FROM AUST, CHINA

PROM PROG TO PROV TECH TRAINING TO MLSIAN UTILITY ENGINEERS  
INCR EXPOSE TO CDN TECH; ANOTHER PRACTICAL ATTACH FR NEB

UNDER ONT AMB PROGRAM

REPORT ON NEB & SEB PLANS FOR 1 HYDRO & 3 THERMAL GEN.PROJ.  
TIMELY ADVICE TO CDN EXPORTERS TO BETTER POSITION THEIR BIDS

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G  
IDENTIFY SELECT NEW OPPORTUNITIES FOR CDN CONSULTANTS

REVIEW MALAYSIAN CAPABILITIES IN POWER EQUIP SUPPLY & SERV.  
DEVELOP INVENTORY OF LOCAL AGENTS TO JOINTLY BID TENDERS

IDENT NEB SHORT-TERM CONSULT ASSIGNMENT  
SECOND CDN TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELA-

TIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Enhance exposure to Cdn power generation,  
transmission capability;market Cdn Scada  
expetise;promote Malaysia's participation at  
WEC

NEB,SEB,SESCO participated in power generation  
mission to Cda.Ont Hydro,CI Power submitted  
Siting study proposals for generation proj;  
Alerted Cdn firms to SEB scada equipment reqts;  
Identified WEC candidates for Cdn sponsorship.

QUARTER: 2 Carry out an updated overview of NEB,SESCO and  
SEB upcoming projects and requirements and  
follow-up with Malaysian incoming buyers  
mission.

Produce comprehensive report on proposed major  
projects for period 1990-1995 with focus on  
areas where Canada has strong capabilities.BC  
based Canadian consortium was recently formed to  
actively pursue these projects.

QUARTER: 3 Pursue Pergau Project. Alert Canadian companies  
on upcoming tender for 500 kv turbines and  
ancillary and associated external consultancy  
work required. Make corporate calls to NEB  
senior management.

As result of constant lobbying and follow-up  
BC consortium may be invited to bid on Pergau  
Project therefore, breaking British monopoly.