

REPORT 4  
89/02/06

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

011-OIL & GAS EQUIPMENT, SERVICES  
MALAYSIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT CDN. CONSULTING FIRMS & EQPT. SUPPLIERS IN THEIR EFFORTS  
TO OBTAIN CNG RELATED CONTRACTS.

TRANSFER CDN. TECHNOLOGY THROUGH PARTIAL  
MANUFACTURING & WIN CONSULTING CONTRACTS FOR  
CNG INDUSTRIAL CONVERSION PROJECTS.

SUPPORT PREQUALIFIED BIDDERS FOR PGUP II PROJ. BY WORKING CLOSELY  
WITH THEM, THEIR LOCAL ASSOCIATES, EDC  
& COUNTER TRADE COS. AS REQUIRED IN SUBMISSION OF TENDERS

ENSURE CDA. GETS A SHARE OF THIS \$600M PROJ.

CONTINUE TO IDENTIFY SUITABLE REPRESENTATIVES  
& INTRODUCE THEM TO CDN. SUPPLIERS

CONCLUDE NEW REPRESENTATION AGREEMENTS &  
INCREASE EQPT. & SERVICE SALES POTENTIAL

IDENTIFY CDN. MANUFACTURERS OF OFFSHORE EXPLORATION EQPT.  
CAPABLE OF SUPPLYING TO CONCESSION HOLDERS.

INCREASE CDN. EXPOSURE TO MALAYSIAN MKT. &  
REPLACE TRADITIONAL SUPPLIERS.

ENCOURAGE PETRONAS & LOCAL INDUSTRY PARTICIPATION IN MANAGEMENT  
TRAINING PROGRAMS.

ESTABLISH CDN REPUTATION AS LEADER IN HUMAN  
RESOURCE DEVELOPMENT IN OIL & GAS SECTOR.

PROMOTE CDN. CONSULTING EXPERTISE IN REGULATORY ASPECTS OF  
IMPLEMENTATION OF CNG CONVERSION PROGRAMS.

TRANSFER CDN. EXPERIENCE TO MALAYSIA AND  
ESTABLISH OPPORTUNITY FOR CONSULTING SERVICES  
& POSSIBLE GOVT. TO GOVT. COLLABORATION.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN COMPANIES BIDDING PGUP II PROJECTS;  
PROMOTE CDN PARTICIPATION IN EXPANDED MLSIAN  
OFFSHORE DEVELOPMENT PROGRAM; ALERT MFRS OF EX-  
PLORATION EQUIPMENT/SERVICES TO MLSIAN REQUIRE-  
MENTS.

IPSCO CALLED IN FOR TECH DISCUSSIONS & PETRONAS  
TEAM VISITED THEIR STEEL PLANT; HOME OIL/TEXACO  
/PETRO CDA GULF CDA/SUN OIL CONSORTIA AWARDED  
PRODUCTION SHARING CONTRACTS FOR OFFSHORE EXPLO-  
RATION; SHAW PIPE, CANSPEC, TECHMASTER BIDDING EQUI

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----