

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  
CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

CONTRACTOR

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

TENDERS

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

APPOINT LOCAL REPS

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

TO PETRONAS

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

SALES PROSPECTS

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

TION PURSUED

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

PLIER OF SERVICES

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

CONTRACTS

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 Intercan signed 5 agency  
agreements;Cdns sought by Petronas to head new  
Training Institute;Maloney sold 2nd glycol unit  
at \$1.6 mn.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----