REPT4D
90/04/05

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 involvement 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 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 Organize Alberta oil and Gas Mission. Prepare Norcen VIP visit	All Alberta mission participants(7) now locally represented and on bidders list for upcoming tenders. Norcen seriously considering major investment in Malaysia.
QUARTER: 4 -----	