

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.