

REPORT 4
89/10/10

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

008-TRANSPORT SYS,EQUIP,COMP,SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO PROVIDE SUPPORT TO CDN CO & THEIR LOCAL AGENT IN THEIR PURSUIT OF MAS CONTRACT FOR REPLACEMENT OF EXISTING F-27 AIRCRAFT.	MAINTAIN CDN CO AS CONTENDER AGAINST TOUGH BRITISH & DUTCH COMPETITORS.
ASSISTING CANADIAN CONSULTANTS IN THEIR EFFORT TO SECURE CONSULTING CONTRACTS WITH RAILWAYS.	EXPAND CANADIAN CONSULTANTS' PRESENCE IN RAILWAYS & POSITION THEM FOR DOWNSTREAM WORK AS PRIVATIZATION PROCEEDS.
ASSIST CANADIAN CO IN ITS EFFORT TO INTRODUCE THEIR LOCOMOTIVES INTO MALAYSIA	WIN CONTRACT FOR SUPPLY OF SHUNTERS & SPARE PARTS.
WORK WITH CANADIAN COMPANIES TO IDENTIFY UPCOMING TRANSPORTATION RELATED PROJECTS STEMMING FROM NATIONAL TRANSPORT STUDY.	POSITION CONSULTING COS TO OFFER EQPT. & SERVICES AHEAD OF COMPETITORS.
PROMOTE CDN. MADE AVIONICS,NAVAIDS & ATC EQPT.. FOLLOW-UP ON COMMERCIAL OPPORTUNITIES IDENTIFIED IN THE AEROSPACE PRODUCTS & SERVICES MARKET STUDY	INTRODUCE CDN. SUPPLIERS TO THE MARKET & HELP THEM PURSUE POST RECESSION OPPORTUNITIES.
ASSESS INTEREST ON PART OF RAILWAYS,AIRLINES & BUS COS IN ACQUIRING HEAVY DUTY CLEANING MACHENERY FOR ENGINES & PARTS	HELP CDN. SUPPLIERS OF SUCH MAC HINERY INTRODUCE THEIR EQPT.TO MALAYSIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALES OF CDN EQUIPMENT AND SERVICES TO RAILWAYS; IDENTIFY AEROSPACE UPGRADE PROGRAM AND ALERT CDN FIRMS TO PURCHASE PLANS FOR AVIONICS, ATC SYSTEMS AND FIRE FIGHTING VEHICLES.	GM CDA AWARDED C\$2MN CONTRACT FOR SHUNTING LOCOS ;CPCS COMPLETED FREIGHT COSTING STUDY;LAVALIN COMPLETED FIRST PHASE OF NAT'L TRANSPORT STUDY & BIDDING ON PHASE II;RAYTHEON INVITED TO GIVE SEMINAR TO DCA,CMC,NORDIC & WALTEK BIDD.UPCOMING
QUARTER: 2 -----	
QUARTER: 3 Alert Canadian companies to Genting highway project;assist de Havilland to market Dash 8; promote Cdn sales to KTM and DCA.	Dessau & Delcan pursuing local associates to bid highway proj;Post organized Dash 8 demo flight; GM Canada met KTM to discuss new rolling stock requirements;Canadian firms alerted to DCA security equipment needs for CHOGM.
QUARTER: 4 Promote Canadian avionics, navadis and ATC equipt;Heighten profile of Cdn equipment and services suppliers with MAS	Consortium including Canadian Marconi, Navtel, Audor, Pelorus and local partner,Airod, to bid turnkey navaid package for Subang Airport; CAE bidding MAS simulator tender