

REPORT 4B
97/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 521-ISLAMABAD

PAKISTAN

QUARTER: 1

- 007-POWER & ENERGY EQUIP. & SERV.
RESOLVE TARBELA DISPUTE.
OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER.
WIN COASTAL COAL FIRED POWER STUDY.
- 011-OIL & GAS EQUIPMENT, SERVICES
ASSISTANCE TO CANADIAN COMPANIES SEEKING OIL
EXPLORATION CONCESSIONS.
- 005-COMM. & INFORM. EQP. & SERV
-HELP NORTHERN TELECOM(NT). -OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. - PROMOTE CANADA-PAKISTAN
SCIENTIFIC COOP AGREEMENT WITH SUPARCO.
- PREPARE MARKETING REPORT.
- 003-GRAINS AND OILSEEDS
-NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA
OIL BY CIDA. - FOLLOW-UP ON CANOLA OIL MISSION. -
ESTABLISH CLOSE RELATION WITH PAK AGENTS OF
CANOLA EXPORTERS.
- 008-TRANSPORT SYS, EQUIP, COMP, SERV.
- SUPPORT FOR G. M. DIESEL'S LOCOMOTIVE CONTRACT.
- SUPPORT FOR BOMBARDIER.
- ARRANGE DEMO FOR CHALLENGER.
- 009-FOREST PRODUCTS, EQUIP, SERVICES
COMPLETION OF NEGOTIATIONS FOR KAMALIA.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH
DOMINION BRIDGE-SULZER UNDERWAY. - TAUNSA STUDY
OBTAINED AND UNDERWAY. - COASTAL COAL POWER STU-
DY NOT YET AWARDED. REPRESENTATIONS MADE AGAINST
USA.

-RIO ALTO AWARDED SIEMIC CONTRACT TO FRENCH CO.
- PETRO CANADA APPLIED FOR CONCESSIONS.
- HOME OIL & OTHER INVESTIGATING CONCESSIONS.

-NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACT. -NO OBJECTION CERTIFICATE OBTAINED. - OUR
MARKETING REPORT PREPARED & DISTRIBUTED. - BCI
SUDDENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT

-\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. -
FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN
WESTERN CANADA. -APPOINTMENT OF LOCAL AGENT BY
CDN EXPORT CONSORTIUM. -CIGI TRAINING COURSE FOR
WAHEED KHAN.

DELIVERED SECOND MINISTERIAL LETTER IN SUPPORT
OF G. M. DIESEL. AWARD AWAITED. -BOMBARDIER'S CON-
TRACT COMPLETED. CDN CONTENT ONLY 20%.
-PAK REFUSED TO ALLOW SECOND CHALLENGER DEMO.

EXTENSIVE REPRESENTATIONS MADE ON BEHALF OF
KLOCKNER STADLER HURTER. PROJECT MIGHT STILL
COLLAPSE.