

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 :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTING CDN TRANSPORTATION CONSULTING FIRMS TO OBTAIN WORLD BANK FINANCED CONTRACT WITH KENYA RAILWAYS WITHIN "SECOND RAILWAY PROJECT".

SIX COMPANIES EXPECTED TO BE SHORTLISTED, OF WHICH ONLY ONE CANADIAN FIRM. CONTRACT IS POSSIBLE.

STUDY ON REQUIREMENTS OF KENYA AIRWAYS HAS BEEN COMPLETED. IMPLEMENTATION MAY PROVIDE OPPORTUNITIES FOR CANADIAN SUPPLIERS OF EQUIPMENT AND SERVICES.

POSSIBLE SALES BUT CANNOT BE QUANTIFIED AT THIS POINT.

FOLLOW-UP ON DRIE MARKET INVESTIGATION VISIT OCT/87 TO ASSIST CDN COS IDENTIFY OPPORTUNITIES IN RAIL & URBAN SUB-SECTORS. POSSIBLY INVITE KENYAN OFFICIALS TO VISIT CDN CITIES EARLY/88 TO SEE URBAN TRANSIT SYSTEMS & MANUFACTURING FACILITIES.

SALES OF EQUIPMENT AND SERVICES ARE POSSIBLE.

INVESTIGATE POTENTIAL BUSINESS FLOWING FROM STUDIES TO BE DONE REGARDING POSSIBLE EXPANSION OF REGIONAL AIRPORTS.

INDEFINITE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO INVESTIGATE AND SUPPORT EFFORTS OF CDN CONSULTING FIRMS & SUPPLIERS TO OBTAIN CONTRACTS UNDER KENYA'S RAILROAD DEVELOPMENT URBAN TRANSIT & REGIONAL AIRPORT EXPANSION PROGRAMMES.

ACTIVITIES CONTINUED & RECENT INDICATIONS OF WB INTEREST IN PARTICIPATION IN URBAN TRANSIT AND PART OF RAILROAD DEVELOPMENT PLANS HAVE RE OPENED POSSIBILITIES OF INVOLVEMENT BY CDN FIRMS IN ABSENCE OF CDN CONCESSIONAL FINANCING.

QUARTER: 2 Continue exploring opportunities under Kenya's railroad, urban transit, and regional Airport development programs. Also commence identifying opportunities in new phases of ports expansion planning.

CPCS bid (shortlisted) for WB consultancy contract unsuccessful. Post continued to assist cos interested in railroad projs. E.G. proposed rehabilitation of Kisumu Line. Supported Delcan's efforts to place maintenance mngmt syst. with

QUARTER: 3 Continue exploring opportunities under Kenya's railroad, urban transit, and regional airport development programs, identifying opportunities ports expansion.

Carried out said activities. Obtained indication of GOK prioriza'n of urban dev. studied of which transp. an important element, in support of Delcan CPPF applica'n. Urged EDC support/Matthews prospective sale of baggage handling eqpt. for

QUARTER: 4 Exploring opportunities under Kenya's railroad, urban transit, regional airports development programs, identifying opportunities in port expansion.

Attempted in support of Delcan CPPF Application to obtain firmer written statement of GOK and WB commitment. Provided support and liaison for Matthews conveyor efforts to sell baggage handling systems to Nairobi and mombasa Airports.