

Republic of Germany, France, Italy and Sweden have been significant factors in boosting these countries' exports. Canada's continued ability to provide similar funding will be a major factor in determining Canadian companies' success in securing major project contracts in this sector.

Significantly, concerted U.S. sales efforts in this sector have lately yielded results as evidenced by the recent technology transfer agreement between General Electric of USA and BHEL for the manufacture of gas turbines for utilization of natural gas as fuel for generation of power. BHEL expects orders for gas turbines worth about U.S. Dollars 100 million in the near future which, otherwise, would have to be imported. This is the first time that 'hi-tech' power equipment technology is being transferred from the U.S. to India. The agreement covers gas turbines upto 30 MW size with provision to add large size units in future. These turbines will also be used in "combined cycle" plants which are more efficient compared to the conventional thermal sets.

Power generation, transmission and distribution equipment that offer best potential for sales in India include: complete thermal power station equipment of 200 MW capacity and above; steam condensing turbines of 200 MW and above; pulverizer mills; start-up oil firing equipment; high capacity ash handling systems, multitubular dust collectors and electrostatic precipitators; boiler feed pumps; selected safety and relief valves; reheat types boilers for thermal power generators compatible with 200 MW and above capacity turbines; high capacity oil and air circuit breakers and transformers; selected control instrumentation systems; and generation equipment to meet the captive power demand of large industrial plants. In addition, significant potential exists for sales of mini and micro hydraulic turbines. Services relating to energy efficiency applications, utilities management and high voltage transmission also represent good potential.

f) Multilateral Funding

World Bank

As of May 1989, World Bank participation in India's power sector development has been in the form of 28 loans (US\$5,339 million) and 18 IDA credits (US\$2,306 million) for a total of 46 projects. Of this, 15 generation, 4 transmission and 3 rural electrification projects have been completed. 12 generation (of which 3 are hydro), 2 transmission and 5 (which include a mix of generation, transmission and distribution) are currently under implementation.

Asian Development Bank

The Asian Development Bank (ADB) has also provided loans and technical assistance to the Indian electric power sector during the past few years. Loans have been approved for the North Madras Thermal Power Project (US\$ 150.0 million), Unchahar Thermal Power Extension (US\$ 160.0 million) and Rayalaseema Thermal Power Project (US\$ 230.0 million).

The list of equipment normally required for ADB financed power projects includes equipment for power generation, transformers, transmission lines, power line carrier equipment, circuit breakers, capacitors, alternator sets, electric meters and penstocks.

During 1988 and 1989 several technical assistance projects were also funded by the ADB. These included an operational improvement support project for the Andhra Pradesh State Electricity Board and a National Program for Environment Management for Coal-Fired Power Generation.

Canadian firms interested in projects involving multi-lateral funding should contact the World Bank Liaison Officer at the Canadian Embassy in Washington D.C. or ADB Liaison Officer at the Canadian Embassy in Manila.