

REPORT 4
89/05/10

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 :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR

BETTER PREPARATION FOR BUSINESSMEN SEEKING
WAPDA PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1) LOBBYING WITH WAPDA FOR AWARD OF THE WORLD
BANK FUNDED FEASIBILITY STUDY FOR COASTAL COAL
FIRED POWER PLANT.
2) LOBBYING WITH WAPDA FOR AWARD OF TAUNSA LOW
HEAD HYDEL.

1) SHAWINIGAN INTEG WAS AWARDED THE CONTRACT IN
JUNE 1988.
2) POST SUPPORTS THE SOGEX BID FOR AWARD OF
TAUNSA LOW HEAD HYDEL ON A NEGOTIATED BASIS.

QUARTER: 2 -----

- Resolved Monenco's misunderstanding with WAPDA.
WAPDA is no more opposed to Monenco undertaking
future power projects in Pakistan. - Reiterated
Cda's interest in Taunsa proj. on bilateral basis
.- Expressed support for B&W prop w/ Fauji Found.

QUARTER: 3 Two calls by HOM on Chairman WAPDA

QUARTER: 4 -----

1) CALLED ON CHAIRMAN, OIL & GAS DEV CORP AND
CHAIRMAN, PAKISTAN OILFIELDS LTD TO REQUEST COM
CO. (JIBDY) TO HAVE OBTAINED CONCESSION AND
HAVE OFFICE IN ISLAMABAD.
Started gathering information. Will call on key
people in Ministry of Petroleum and Pakistan oil
refineries to find out GDF plans to build new
refinery and hydrocracker.

QUARTER: 2 Prepare briefing notes on the Petrochemical
Sector in Pakistan.

QUARTER: 3 Regularly call on local oil and gas companies in
Islamabad, Lahore and Karachi.

QUARTER: 4 -----