

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :522-NEW DELHI

SECTOR :007-POWER & ENERGY EQUIP. & SERV.

INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT.TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STRAT.WHEN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

CONT WITH MULTI-LEVEL CALL PROG ON GOI OFF IN SUPP OF CDN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

VIS. OF SEN.OFF. IN DEPT OF POWER FOR REVIEW OF CDN CAPABIL. INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

PROJECTS.

INITIATE REGULAR MAIL OUT OF CURRENT DATA & DEV.TO CDN POWER MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

IN # OF ACTIVE PARTICIPANTS IN MARKET.

DEVELOP GUIDE TO INDIAN POWER SECTOR MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

IN # OF ACTIVE PARTICIPANTS

REFINEMENT OF POWER PROJECT CATALOGUE. IMPROVED MONITORING OF OVERALL POWER PROJ.SCENARIO & IDENTI-

FICATION OF PROJ.OPP.FOR CDN FIRMS - INCREASE # OF PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate regular mail out of current data and development to Cdn contacts; Refine Power Proj. Catalogue. - Continue to work closely with Cdn firms in developing appropriate strategic when pursuing major capital projects.

Completed and being maintained. Dialogue continued with GOI for final approval of Chamera II;ongoing liaison on Rihand, Srinagar,Maphta Jackri,Bhira Pump Storage;Plans dev. for high level power sect.miss.to Cda in Sept.89

QUARTER: 2 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects.

Dialogue continued with GOI on final approval on Chamera II; Ongoing liaison on Rihand and other projects; Proposed High level incoming power sector mission postponed.

QUARTER: 3 -----

QUARTER: 4 Canadian information booth at Elecrama-90 international electrical power show. Program and advice for Quebec power mission during Elecrama-90.

Booth was visited by thousands over 10 day period adding to Cdn profile in support of Que. power mission. - Vibro-meter found agent while BG Checo identified serious opportunities and GP found good contacts.