

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

POST : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED LIAISON WITH SENIOR MANAGEMENT OF WAPDA TO RESOLVE
TARBELA TURBINE DISPUTE.

AWARD OF FOUR LARGE TURBINES TO A CANADIAN
SUPPLIER WORTH C\$68 MILLION OVER 3-4 YEARS.

LOBBYING WITH WAPDA AND GOVERNMENT OF PAKISTAN TO OBTAIN APPROVAL
FOR A FEASIBILITY STUDY INTO A LOW HEAD HYDRO PROJECT.

AWARD OF A FEASIBILITY STUDY UNDER CIDA CPPF
PROGRAM WORTH C\$0.5- 1.4 MM.

LOBBYING WITH WAPDA TO SUPPORT CANADIAN COMPANIES PURSUING THE
WORLD BANK'S COASTAL COAL FIRED POWER PROJECT FEASIBILITY STUDY.

SHORTLISTING OF AT LEAST ONE CANADIAN COMPANY
FOR THIS STUDY WORTH C\$ 1-3 MM.

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR WITH NEW
SECTIONS ON WAPDA'S DECISION MAKING PROCESS.

BETTER PREPARATION FOR BUSINESSMEN SEEKING
WAPDA PROJECTS.

LOBBYING WITH WAPDA FOR AWARD OF A LOW HEAD POWER PROJECT ON A
NEGOTIATED BASIS.

BEGINNING OF CONTRACT NEGOTIATION FOR A LOW
HEAD PROJECT WORTH C\$100-150 MM.

MONITORING OF GOP DELIBERATIONS FOR A US\$5 BILLION KALABAGH DAM
PROJECT.

FORMATION OF CANADIAN CONSORTIUM TO PURSUE
POWER HOUSE TENDERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESOLVE TARBELA DISPUTE. - OBTAIN FEASIBILITY
STUDY FOR LOW HEAD POWER.
WIN COASTAL COAL FIRED POWER STUDY.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH DO-
MINION BRIDGE-SULZER UNDERWAY. COASTAL COAL POWER
STUDY NOT YET AWARDED.

QUARTER: 2 WIN FEASIBILITY STUDIES FOR: -KESC'S 200 MW OIL
FIRED POWER STATION. -COASTAL COAL FIRED POWER
STATION.

-FEASIBILITY STUDY HAS BEEN SUBMITTED BY W.P.
LONDON/SNC AND IS BEING EVALUATED BY MINISTRY
OF WATER AND POWER. -FEASIBILITY STUDY HAS BEEN
SUBMITTED BY SHAWINIGAN INTEG AND IS BEING
EVALUATED BY WAPDA.

QUARTER: 3 -----

QUARTER: 4 -----