

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

011-OIL & GAS EQUIPMENT,SERVICES
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR EXTENSION
OF MOMBASA-NAIROBI OIL PIPELINE TO UGANDAN BORDER.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR
REHABILITATION AND UPGRADING OF MOMBASA OIL
REFINERY.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

INVESTIGATE PLANS FOR EXPLORATION,EQUIPMENT TENDERS, ESPECIALLY
GEOTHERMAL SECTOR AND REPORT TO DRIE,DEA,PROVINCES.

POSSIBLE CONTRACTS FOR DRILLING,SERVICES OR
EQUIPMENT. INTRODUCE TWO NEW COMPANIES TO
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACT
FOR WSET KENYAS PIPELINE EXTENSION TO ELDORET.-
CONTINUE PROMOTION OF CDN SURVEYORS & DRILLING
CONTRACTORS FOR BUSINESS W/MULTI NATIONALS IN
OIL & GAS EXPLORATION & W/KENYAN GOVT.

INCREASED ACTIVE SUPPORT FOR LAVALIN WITH ENERGY
MINISTRY IN ITS EFFORTS TO SECURE PIPELINE CON-
TRACT. VISIT OF MINISTER OF ENERGY TO CANADA,AND
CONTINUOUS FOLLOW-UP BY POST WITH MINISTRY WERE
HIGHLIGHTS.

QUARTER: 2 Monitor developments in West Kenya pipeline
project on behalf of lavalin and EDC. Promote
image of Cdn drilling contractors with GOK and
multinationals.

Discussed pipeline proj. with GOK& Parastatal
officials,Lavalin rep and EDC.Lavalin/french
joint bid competes with Jpnse.Financing impasse
& possible W.B. involvement complicate matter.
Bawden Won Drilling contract w/total & partners.

QUARTER: 3 Monitor developments in West Kenya pipeline
project. Promote Cdn drilling contractors with
GOK and multinationals.

World Bank appears prepared to finance part of
W. Kenya pipeline extension. Possibility emerged
of Lavalin/Japanese cooperation for substantial
portions of project.

QUARTER: 4 Monitor developments in West Kenya Pipeline
Project. Promote Canadian drilling contractors
with GOK and WB.

Meetings with WB and GOK have shed no real new
light on West Kenya pipeline extention project
GOK appears to prefer proceeding with Lavalin/
Japanese/French consortium but WB role still
unclear.