

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.

RACKING: 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 CONTRACT. 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