

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 : 303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEVERAL COMPANIES RECOMMENDED TO NOCK IN CONNECTION WITH WORLD BANK FINANCED TECHNICAL ASSISTANCE CREDIT.

HAVE ONE CANADIAN COMPANY SELECTED TO PARTICIPATE IN PROJECT.

TENDERS ARE OUT - OR SOON WILL BE - FOR DRILLING OF EXPLORATORY WELLS IN BLOCKS 9 & 10 (AND ALSO FOR GEOTHERMAL DRILLING IN EBURRU AREA).

CDN COMPANY EXPECTED TO WIN AT LEAST ONE CONTRACT.

WHITE PRODUCTS FACILITY PIPELINE - MOMBASA.

TO ASSIST CDN COMPANY TO ACQUIRE CONTRACT.

KEEP AU FAIT WITH DEVELOPMENT IN EXPLORATION SECTOR AND PLANS FOR EXTENSION OF PETROLEUM PRODUCTS PIPELINE AND REHABILITATION OF MOMBASA, REFINERY.

ALERT CDN COMPANIES TO PROJECT OPPORTUNITIES AND PROVIDE MARKET ASSISTANCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NO NEW DEVELOPMENTS.

QUARTER: 3 1. WEST KENYA PIPELINE EXTENSION TO ELDORET.
2. WHITE PRODUCTS PIPELINE.

SUPPORTED LAVALIN IN BOTH CASES IN MTGS WITH KENYAN OFFICIALS. EDC FINANCING INTEREST INDICATED.

QUARTER: 4 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACTS FOR WEST KENYA PIPELINE EXTENSION TO ELDORET WORTH \$60M. PROMOTE CDN SURVEYORS & DRILLING CONTRACTORS FOR BUSINESS WITH MULTI-NATIONALS IN OIL & GAS EXPLORATION, & WITH KENYAN GOVERNMENT.

CONTINUED SUPPORT OF CDN FIRMS. NO CONCRETE RESULTS THIS QUARTER.