

REPT4D  
90/04/05

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

007-POWER & ENERGY EQUIP. & SERV.  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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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, Srina-  
gar, Naphta 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: 4 -----