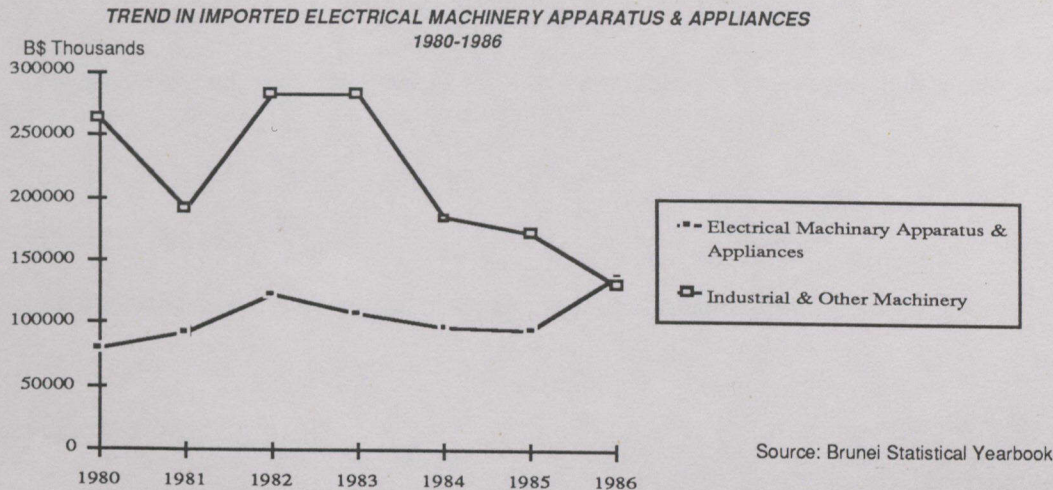


COMPETITOR ANALYSIS

KEY PARTICIPANTS IN THE ELECTRICAL AND WATER SECTOR

Between 1980 and 1986, capital expended on imported electrical machinery apparatus and appliances has fluctuated. Total expenditure in this category was B\$80,426 in 1980, which dropped between 1984 and 1985, rising by almost 73% (B\$138,343) in 1986.



Development Plan projects use local contractors to undertake small-scale civil engineering and construction infrastructure projects such as pipe and cable laying, while foreign companies undertake specialized projects which require advanced technology and expertise not available locally. Participants within the 5th Year Plan :

- A joint venture company between Summit Grade (Thailand) and K6 (local) supplied water pipes (B\$30 million)
- Swee (local) laid about B\$30 million worth of pipelines
- Team Work, a British and local joint venture, was awarded work on the B\$27 million Layong Water Treatment plant
- Aoki (Japan), Manong (Malaysia), and ANL (local) joint venture was awarded the B\$42 million Benutan Dam.

Competitors for public works projects include: CEBG, John Brown (UK), Mitsubishi (Japan), Fitcher, Siemens (German). Japan is a leading supplier of construction materials.

Canadian companies such as Ontario Hydro, Montreal Engineering Company, and Willowglen have submitted proposals for government tenders for an electrical systems control center, and power distribution equipment. Representatives of CIDA, Alberta Government and BBC Boveri (Canada) have also investigated projects.

Monenco was the consultant for the gas-fired electricity plant (B\$300 million) at Lumut commissioned in 1984. Dimex through a local agent, supplied the Sultan's second palace with a building automation system (B\$4 million).