



communiqué

N°: 155
No.:

OCTOBER 31, 1984.

CANADIAN FIRM WINS MAJOR CONTRACT IN INDONESIA

The Honourable James Kelleher, Minister for International Trade, announced today that Babcock & Wilcox Canada of Cambridge, Ontario, has won a major equipment supply bid in Indonesia. The firm, together with its associates, P.T. Babcock & Wilcox Indonesia, and Marubeni Corporation of Japan signed a US \$200 million contract with Perusahaan Umum Listrik Negara (PLN), the national power authority of Indonesia on October 31 in Jakarta. The award is for the supply of two 400 megawatt steam generation units to the Suralaya Steam Power project in Indonesia.

Units 3 and 4 of the Suralaya project are scheduled for start-up in 1988 and 1989. Units 1 and 2, both 400 megawatt coal-fired units, are also being supplied by B&W and Marubeni under a contract signed in 1980. These units, the first coal-fired boilers in Indonesia, are scheduled to begin commercial operation in 1984 and 1985.

Babcock & Wilcox Canada will supply pulverized coal fired radiant boilers, provide installation and start-up services, and train PLN personnel in boiler operation and maintenance. P.T. Babcock & Wilcox Indonesia and P.T. Santi Bakti of Jakarta will supply portions of the boilers. Marubeni, a leading Japanese trading company based in Tokyo, will provide engineering services in the installation of equipment.

Mr. Kelleher said "I am delighted to make this announcement and wish to congratulate Babcock & Wilcox. It proves once again that Canadian companies are leaders in their fields and can compete successfully against tough international competition. I am particularly pleased to note that this contract will generate about 200 person years of employment in B&W shops in Cambridge."

.../2

- 2 -

Paul Koenderman, Manager, International Marketing & Sales, B&W Canada said "The government of Canada helped bring our involvement to where it is today. The Department of External Affairs, the Export Development Corporation and the Canadian Embassy in Jakarta all played key roles and provided invaluable support".

- 30 -

For further information: R. Mason, Deputy Director, South & Southeast Asia Trade Development Division, 993-4786.