REPORT 4 87/09/25 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 87

PAGE: 78

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV. ISRAFI

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROVIDE SOURCE RECOMMENDATIONS TO ELECTRICAL UTILITY IF LONG DEFERRED 2 X 55MW THERMAL STATION PROJECT RE-ACTIVATED. OPTIONS EXPIRED ON AN ESTIMATED US\$3M AUXILIARY EQUIPMENT WHICH WILL BE

RE-TENDERED.

DISCUSS WITH OIL REFINERIES PERSONNEL PURCHASE OF THIRD BOILER TO OBVIATE USE OF ANTIQUATED UNIT WHEN OPERATING BOILERS DOWN FOR MAINTENANCE.

DISCUSS STATUS OF PLANNING FOR INDUSTRIAL BOILERS WITH VARIOUS POTENTIAL CLIENTS.

POSSIBLE SUPPLY OF THIRD BOILER FROM CANADA IN ADDITION TO THOSE SUPPLIED TWO YEARS AGO.

DEFINED MARKET POTENTIAL.

RENEWED MARKET POTENTIAL.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 2 X 550MW THERMAL STATION - SURVEILLANCE PENDING

RECEIPT OF SHOPPING LIST COVERING AUXILIARY

EQUIPMENT FOR WHICH OPTIONS EXPIRED.

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND

OFFERED ASSISTANCE.