REPT4D
90/01/23

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 :341-CAIRO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

SUPPORT CDN PROPOSALS TO LIC. MFG TRUCK TOPS & TIRE SEALOR
$1.5M IN NEW BUSINESS

COMPLETE MINI SURVEY OF AUTOPARTS MKT
IF PROMISING,ENCOURAGE CDN SUPPLIERS TO ESTABLISH LOCAL DISTRIBUTORS

ENCOURAGE IMPORTERS TO ATTEND 1989 CDN AUTO SHOWS
IMPROVE ACCESS FOR CDN BUSINESS MAN SIGNING OF AGENCY AGREEMENTS

IDENTIFY PROD & SERV REQ FOR $180 M IBRD RAIL PROJECT
PLUG IN CDN SUPPLIERS TO RAILWAY & LOCAL REPS AS NECESSARY

ENCOURAGE ONT GOVT TO INCLUDE EGYPT IN 1989 M.E. MISSION
ESTABLISH NEW MKT FOR CANADA

AEROSPACE

SUPPORT DEHAV & CDAIR SALES OF DASH 8 & CL215 TO EGYPTAIR SUBSTANTIAL FINANCING
EGYPTAIR MAY CONSIDER PURCHASE OF AIRCRAFT USING OWN

SUPPORT AVIATION TRAIN PROG AT MCGILL FOR EGY OFFICIALS -IAN OFFICIALS TO INSPECT CIVIL AVIATION TECH IN CANADA
IMPROVING CDN ACCESS TO AVIATION AUTHORITY & ENCOURAGE EGYPT

CONFIRM PROSPECT TO SUPPLY EGYPTAIR WITH TRAIN SIMULATOR
IF PROMISING,INTRODUCE & PROMOTE CAE TO EGYPTAIR

CONFIRM CVL AVIATION AUTH TO FUND MOB CNTL TWR AT TABA AIRP.
IF PROMISING,INTRODUCE & PROMOTE SUPP TO CIVIL AVIATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on World Bank proposed loan to Egyptian Railways (over 50 M US dollars). Flag opportunities to anadian coys.

Loan approval is still pending on railways adoptingWB recommendations & Egypt signing rescheduling agreement with WB. However foreign govts offering financing will have access to these projects regardless W.B. loan status.

QUARTER: 2 Keep following on World Bank proposed loan to Egyptian Railways (US$50). Identifylflag opportunities re container terminal to Cdn coys. Identify opportunities for Cdn coys in shipbuilding/management.

Pending on signing rescheduling agreement between GOE and World Bank. Canac was advised of tender issuance. Requirement for payment facilities not as an option but is a must.

QUARTER: 3 -----