

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

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.

RENEWED MARKET POTENTIAL.

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

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

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

DEFINED MARKET POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 2X550MW THERMAL STATION - SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQPT FOR WHICH OPTIONS EXPIRED.

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

QUARTER: 2 IN CO-ORDINATION WITH EDC PREPARE LIST OF RECOMMENDED SUPPLIERS PER "SHOPPING LIST" SUBMITTED BY ELECTRIC CORP. FOR UNITS 3-4 (2 X 550 MW STATION).

SUPPLIER LIST COMPLETED AND SUBMITTED TO ELECTRIC CORP. LIST COVERS 30 GROUPS OF AUXILIARY EQUIPMENT FOR WHICH 79 SUPPLIERS IDENTIFIED. VALUE ESTIMATED AT USD\$50M.

QUARTER: 3 -----

QUARTER: 4 -----