

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

012-PETROCHEM & CHEM PROD, EQP, SERV
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

NEW PROJECT-CONTINUE TO MONITOR PROJECT DEVELOPMENT AND INFORM
CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

IDENTIFY CDN SUPPLIERS FOR POLYPROPYLENE PLANT EXPANSION PROJECT
AND ATTEMPT TO OBTAIN PROJECT FOR CANADIAN SUPPLIERS ONLY ON
TURNKEY BASIS.

IDENTIFY EQUIPMENT REQUIREMENTS AND DETERMINE SUPPLY POTENTIAL.

IDENTIFY ENGINEERING FIRMS HAVING REQUIRED CAPABILITY.

INTRODUCE CANADIAN SUPPLIERS TO MARKET.

POSSIBLE BASIS FOR TURNKEY PROJECT.

ENABLE CO-ORDINATION WITH EDC AS BASIS FOR
LOAN OFFER.

DEVELOP SPECIFICATIONS IN CO-ORDINATION WITH
SUPPLIERS AND KNOW-HOW SOURCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SURVEILLANCE PENDING DECISION TO ACCEPT GOVT
COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60
KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST OF
CONSULTING ENGINEERING GROUPS IN PROJECT.

ASCERTAINED ACCEPTANCE OF GOVT OFFER; INITIATION
LEGAL FORMATION OF J-V COMPANY AND APPLICATION
OF REFINERY FOR PERMISSION TO ENTER INTO J-V .
NO/NO RESPONSE FROM LAVALIN OR MONENCO.

QUARTER: 2 -----

QUARTER: 3

QUARTER: 4 -----

PROMOTION OF SALES OF INDUSTRIAL CHEMICALS IN
TERRITORY AS WELL AS LICENCING AGREEMENTS.