

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

011-OIL & GAS EQUIPMENT, SERVICES
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CONFIRM PROJECTS REQS FOR BALANCE OF 5 YR PLAN
SECURE INCLUSION OF INTERESTED COYS ON BIDDERS LISTS.

CONFIRM FUNDING FROM IBRD, EGY PUB SECTOR & FOR CORPS
IN SPITE OF UNAVAILABILITY OF CDN GOVT SPONSORED CREDITS,

PREPARATION OF A MKT REPORT
GENERATE CDN INTEREST IN EGYPT. ESTABLISH MARKETING STRATEGY

SUPPORT ECOLE DES HAUTES ETUDES COMM. RECRUITMENT EFFORTS
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN

ENCOURAGE CDN COYS ON ALTA M.E. MISSION TO VISIT EGYPT
INTRODUCE CDN COYS TO MAJOR FOREIGN & EGYPT PLAYERS. ACCELER

FOCUS CDN COYS ON VIABLE MKT PROSPECTS

COYS & TECHNOLOGY.

-ATE THE DEVELOP OF MKT LEADS IDENTIFIED BY THE EMBASSY.

MACHINERY AND EQUIPMENT

COMPLETE A DEFINITIVE ASSESSMENT OF MKT OPPORTUNITIES
MATCH CDN SUPP WITH LOCAL REPS & SECURE INCLUSION OF CDN

ENCOURAGE PICO TO DVP CONTACTS W/CDN COYS
PREQUALIFICATION OF CDN COYS AS POTENTIAL SUPP & POSSIBLE

GATHER INFO ON PICO BIDS BY SENTRY PIPING SYSTEMS
SUPPORT PICO/SENTRY EFFORTS IN SECURING POSSIBLE CONTRACTS

CONT TO FLAG UPCOMING BID ROUND FOR NEW OIL/GAS CONCESSIONS
STIMULATE CDN BIDDING EFFORTS WHICH HAVE BEEN LIMITED IN

SOLICIT HQ ASSISTANCE IN GUARANTEE EGYPT PRESENCE AT NPS90
INCREASED EGYPT EXPOSURE TO CDN PROD & EXPERTISE

SUPPORT ECOLE DES HAUTES ETUDES COMM RECRUITMENT EFFORTS
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN COYS

COOPERATE WITH THE S. ALTA INSTITUTE FOR TRAIN RECRUITMENT
INCREASED CDN PROFILE IN EGYPT. POSSIBLE JV TRAIN PROGRAM

COYS ON BIDDERS LISTS

AGENCY AGREEMENTS

TOTALLING \$6M

THE PAST

& TECHNOLOGY

IN EGYPT

QUARTERLY RESULTS REPORTED:

Loan approval is still pending on railways adap-
tingal recommendations & Egypt signing reschedu-
ling agreement with SA. However foreign banks
offering financing will have access to their pro-
jects regardless U.S. loan status.

Funding on signing rescheduling agreement
between SA and World Bank. Cairo was advised
of tender issuance. Requirement for payment
facilities not up an option but is next.

Following on World Bank proposed loan to
Egyptian Railways (NPS90), identifying oppor-
tunities re container terminal to Gen cars.
Identify opportunities for CDN coys in ship
building/repairing.