

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH ENPPI REGARDING THE SENDING OF TWO PERSONNEL TO CANADA TO EVALUATE PETROLEUM RELATED TRAINING FACILITIES.

POSSIBLE CONTRACT FOR TRAINING IN CANADA OR ON SITE EGYPT.

GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY EGPC IN THE NEW 5 YEAR PLAN 1987/1990.

PROVIDE CANADIAN COMPANIES WITH RELATIVE INFO ON EGPC PLANNED ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY MINISTRY OF PETROLEUM IN NEW 5-YEAR PLAN 1987-1992.

GATHERED INFORMATION RELATING TO NEW-5-YEAR PLAN PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DISTRIBUTION TO CDN COMPANIES. PUBLISHED SYNOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.

QUARTER: 2 COMPLETE FIRST DRAFT OF PROFILE OF OPPORTUNITIES IN EGYPT FOR CANADIAN EQUIPMENT SUPPLIERS.

DONE.

QUARTER: 3 PROGRAM OF VISITS TO PUBLIC, PRIVATE & JV COMPANIES IN ALL PHASES OF PETROLEUM SECTOR TO GATHER DATA FOR EXPANDED EXPORT OPPORTUNITIES REPORT.

VISITS COMPLETED, DRAFT REPORT COMPLETED, ARTICLE PREPARED FOR ECBC NEWSLETTER.

QUARTER: 4 PRODUCE EXPANDED SECTORAL REPORT, ASSURE EGYPTIAN PARTICIPATION AT NPS.

PROTRACTED NEGOTIATIONS ON CAIRO GAS DISTR. PROJ. PRE-EMPTED COMPLETION OF THE EXPANDED SURVEY. PROMOTED NPS AMONG KEY AGENTS (AT LEAST ONE WILL ATTEND) AND PROMOTED PEMD TO CANADIAN EXPORTERS FOR INVITING EGYPTIAN PRODUCTION OFFICIALS.