

As for Canada's role so far, CIDA recently organized a Geographic Information System Seminar (GIS) in Cairo. This seminar was part of a pre-feasibility study to set up an Egyptian environmental Information System (EEIS). The study was conducted by Energy, Mines and Resources Canada. SNC, a Canadian consulting firm, is starting the second phase of the River Nile Development Project (RNDP), which encompasses a large environmental component, and is funded by CIDA.

To penetrate the market in Egypt companies can take one of many approaches: (1) through multilateral funds such as the World Bank, the UN, the ADB, etc; (2) through the CIDA environmental program in Egypt; (3) by selling equipment directly to the Egyptian government or to specific projects; (4) by appointing local agents to assist; (5) by cooperating with companies from other donor-countries. This latter action applies particularly well in cases of advanced technology unique to Canada and where a project will be financed bilaterally. At this stage, the Post sees opportunities in three areas: training, equipment, and consulting services.

The environmental master plan of Egypt is a unique document for a Middle East country. Historically, Egypt has exported its expertise to other Arab States. Any success that Canadian companies will have in Egypt could result in sales of know-how and equipment to other markets of the Middle East in conjunction with Egyptian partners. The relationship that Egypt has established with the other countries of the Middle East in sharing know-how and manpower cannot be over stressed.

DEFENCE

Opportunities in defence are extremely limited for Canadian exporters due to inability to compete with US\$ 1.3 billion F.M.S. provided by USA and highly controlled access to military for info purposes. Egyptians do much sourcing through procurement office in the Embassy in Washington. Post will be pleased to recommend potential consultants (agents) and discuss approaches with potential exporters.