

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ASCERTAIN WHICH OF 76 COMPANIES SUBMITTED AS SUPPLIERS OF 30 PRO-
DUCT GROUPS WILL BE INVITED TO BID ON ESTIMATED C\$65M AUXILIARY
EQUIPMENT FOR NEW POWER STATION.

UTILITY WILL SOLICIT LOAN FROM EDC IN SEGMENTS AS BIDDING PRO-
GRESSES. POST WILL PROVIDE FREQUENT UPDATE TO EDC.

WORK WITH KEY AGENTS/UTILITY PERSONNEL TO IDENTIFY ADDITIONAL OP-
PORTUNITIES FOR CDA. CURRENT 30 PRODUCTS BASED ON PREVIOUS CDN
SUPPLY. THERE ARE SOME 500 ITEMS TO BE PURCHASED.

ANTICIPATED RESULTS:

ENABLES POST TO ALERT COMPANIES, PROVIDE IN-
FORMATION ON UTILITY PROCUREMENT PRACTICES,
MONITOR RESPONSES & REACTIONS OF CLIENT.

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS
DURING THE PROCUREMENT PHASE.

EXPAND PARAMETERS OF PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ADVERTISE FORTHCOMING TENDER FOR COAL-FIRED
STATION AND ASSIST CDN FIRM TO GET ON SHORTLIST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CIPS, WITH ONTARIO HYDRO, WAS SHORTLISTED AND
HAS SUBMITTED PROPOSAL. POST HAS LOBBIED AT
MINISTRY AND AT ALL LEVELS WITHIN ELECTRICITY
AUTHORITY.