

POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.

ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.

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

EXPAND PARAMETERS OF PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Established comprehensive list of Israeli firms importing energy related equipment.

Following June International Energy Conference comprehensive list compiled and direct contacts with importers established.

QUARTER: 3 Obtain from Israel Electric list of ancillary equipment required for next power station, but not already committed under US ex-Im LOC.

8 visits to IEC; obtained list of 38 items which could be sources in Canada. Advised Cdn suppliers to register/qualify as suppliers.

QUARTER: 4 -----