REPT4D 90/06/26

PLANNING:

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 :342-TEL AVIV

SECTOR :008-TRANSPORT SYS, EQUIP, COMP, SERV.

ISRAEL

ANTICIPATED RESULTS:

ESTABLISH DETAILED BUYERS LIST OF RAILWAY EQUIPMENT IN

ACTIVITIES PROPOSED IN POST PLAN:

ISRAEL

CONTACT POTENTIAL SUPPLIERS, SOLICIT INTEREST FOR THIS MKT

1.D. DECISION MAKERS AT ISRAEL PORTS/RAILWAYS AUTH. ...

ESTABLISH DETAILED SUPPLIER LIST

EVALUATE POTENTIAL AGENTS IMPROVE AWARENESS OF CON POTENTIAL, GENERATE NEW DIRECT RELATION BETWEEN CON SUPPLIERS & ISRAELI BUYERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

OUARTER: 1 RAIL : Preselect the six most appropriate poten tial agents to represent the Canadian companies intersted in the railway development project, promote EDC financing available for the project. AEROSPACE :Support marketing of CANADAIR, DEHAVIL

QUARTER: 2 -----

QUARTER: 3 RAIL: PORTS AND RAILWAY AUTHORITY SHOULD ANNOUNC E OPENING OF TENDERS IN NEAR FUTURE. POST IS WOR KING WITH BOMBARDIER.

CLARK NOT STRAINING

QUARTER: 4 -----

ITTERATOR CONTACTOR FOR CONTACTOR DELEGATION TO ADDITION TO 211 VIEITORES. ANNITES PROVIDED REPORTS ANTONIAL FOR CONTACTOR CONTACTOR PROVIDED REPORTS AN INCLUDE CONTACTOR FOR PERMITS AND ADDITION TO ADDITION. QUARTERLY RESULTS REPORTED:

BOMBARDIER and U.T.D.C have recived a detailed report on the railway project . BOMBARDIER is preparing a visit to Israel to finalyse agency contract and meet with IPRA . Information has be en gathered on the French competition activities

POST IS ENCOURAGING BOMBARDIER TO INVITE KEY DEC ISION MAKERS TO CANADA AS SOON AS POSSIBLE. AS W ELL POST IS ADVIZING BOMBARDIER ON POTENTIAL AGE NTS.

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MADITATIONE WITH EARLETTON CHEATIZENS.

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