

Canadian technology to Egypt

Electricity will be important in the future growth of Egypt with the construction of the Shoubrah El-Kheima power plant north of Cairo, and Canadian technology will be a front runner in the project.

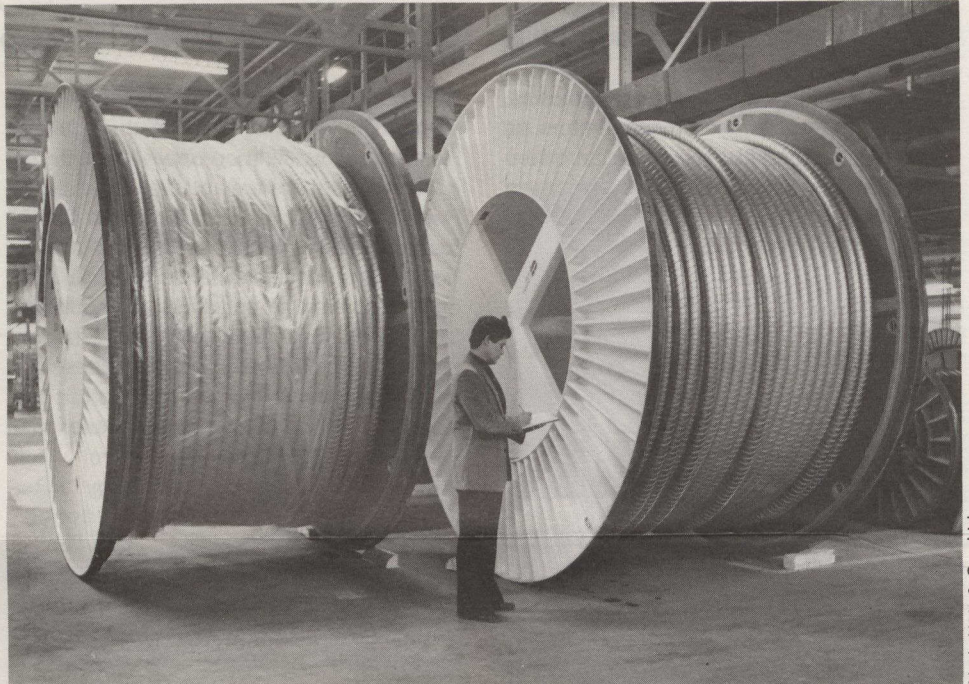
The Egyptian Ministry of Electricity contacted Canada Wire & Cable Ltd. to design, build, supply, field test and install 90 kilometres of 220 kV under-ground transmission lines needed for the project. As well, the company designed the 33 kilometres of routes along which the custom-designed high voltage cable is to be installed.

This deal represents a major breakthrough for Canadian export trade, according to Peter Sandiford, Canada Wire's high voltage systems product manager. "It helps to create further recognition for Canadian technology in the international marketplace," he said.

"The Shoubrah El-Kheima project focuses world attention on Canadian expertise in complete power transmission systems," said Bernard Ness, president of Canada Wire, adding that it "further establishes Canada Wire as an industry leader worldwide." According to Mr. Sandiford, the company's extensive world-wide experience with hydro-electric projects was influential in the final decision of the Egyptian authorities.

Canada Wire has been exporting its product technology for more than 50 years, he said, so the company is no stranger to the international market, having established joint ventures in many countries over the years. Mr. Sandiford said these ventures have sensitized Canada Wire to the special needs of clients in Africa, Europe, North and South America, Australia, and New Zealand.

In fact, Canada Wire's Toronto plant,



Herb Nott & Co. Ltd.

Canada Wire & Cable Ltd. is supplying special high voltage pipe cable for Egypt's Shoubrah El-Kheima Power Plant. The cable is being shipped by sea in 900 metre lengths on steel reels and kept under slight nitrogen pressure to guard against moisture penetration.

located in nearby Leaside, recently underwent a \$30 million renovation in response to an increasing demand for Canada Wire products in the world market.

For Egypt's Shoubrah El-Kheima project, the special high voltage pipe cable is being manufactured and shipped from Canada Wire's Toronto plant and delivered by sea in 900 metre lengths. They will be shipped on special steel reels and kept under slight nitrogen pressure to guard against moisture penetration.

This special oil-filled pipe cable is eight inches in diameter and contains three cable phases drawn together. Oil pressure is maintained at 250 psi by sophisticated hydraulic

pumping units. The cables will interconnect to three 300 megawatt units along the route to Cairo and the first of these units will be completed by the end of 1984.

The contract also calls for the establishment of an on-site field office to serve as headquarters for the 20 Canadian engineers and support staff who will supervise the entire installation. The company's staff will remain in Egypt until the completion of the project, which is scheduled for December 1985.

As well, the Egyptians are relying on Canada Wire's total turnkey capabilities in this contract, worth \$62 million, the largest international deal in Canada Wire's 72-year history.

Satellite service pact

Telesat Canada has signed an agreement with a US satellite operator that will permit each company to provide communication services to business customers on both sides of the border.

The accord between Satellite Business Systems Inc. (SBS) of McLean, Virginia, and Canada's domestic satellite company clears the way for SBS to extend service to some of its US customers to their Canadian operations by the end of this year. Under the agreement, businesses with private communications networks in either country can extend their systems into the other country.

SBS started its satellite system for

customers in the United States that have their own private communications networks. The system can serve any number of points in the United States and southern Canada.

Under negotiation for two years, the agreement with Telesat sets out technical, operating and revenue-sharing arrangements between the two companies. Under its terms, a customer can approach one of the companies for service to the other country.

SBS and Telesat will place a customer's voice, data and imaging messages on either company's satellites. These arrangements were permitted in August 1982, under an intergovernment agreement that stipulates Telesat and the US carrier must split the traffic, and therefore revenue, equitably.

Canadian firm to negotiate in Indonesia

Babcock & Wilcox Canada of Cambridge, Ontario has been invited for contract negotiations on the Suralaya project by the government of Indonesia. It is expected the negotiations will lead to the award of a contract worth approximately \$220 million for the supply of boilers for Suralaya phase II, three and four. The contract could be awarded as early as this fall. Suralaya units one and two, supplied by Marubeni Corporation and Babcock & Wilcox Canada, the first large coal-fired utility boilers in Indonesia, are the largest units in their system. Suralaya units three and four will be of similar design.