

REPT4D  
90/04/05

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 :341-CAIRO

007-POWER & ENERGY EQUIP. & SERV.  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT BABCOCK & WILCOX 300MW BOILER BID FOR ASYIUT HYDRO  
\$35 M CONTRACT

SUPPORT MONENCO ENGINEERING SUBCONTRACT BID FOR ESNA HYDRO  
\$35 M CONTRACT

SUPPORT CDA WIRE,ET AL EXECUTION OF SMOUBRA & DAMANMOUR PJT  
ENHANCE CDN PROSPECTS TO BID FOR UNITED PROJECTS

UPDATE SURVEY OF MKT PROSPECTS & AGENTS  
BETTER DEFINE SPECIFIC REQUIREMENTS & AGENTS ABLE TO PROMOTE

CDA

ENSURE RANGE OF EQUIP SUPP PLUG INTO UPCOMING AFDB&IBRD PROJ  
GET MORE CDN SUPPLIERS PREQUALIFIED TO BID IN 89

DETERMINE IF GOE TO SEEK FUNDS FOR 1ST NUCLEAR PLANT  
ENSURE ATOMIC ENERGY OF CDN IS WELL POSITION TO BID

DETERMINE IF GOE TO STUDY TRANSMISSION LINES WITH ZAIRE  
PLUG CONSULTANTS INTO PREQUALIFICATION & BIDDING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Assist AECB to conclude amendments to bilateral  
treaty covering nuclear coop  
- Assist AECL to participate in tender for 50 MW  
research/mini power reactor

QUARTER: 2 Provide AECL with necessary info on tendering  
procedure for experimental reactor/coordinate  
for visit of client. Identify opportunities for  
Cdn coy in Cairo West Power Plant project for  
water treatment portion.

QUARTER: 3 Provide AECL with info on Radiation Protection  
System (RPS) and follow-up on Mini Reactor tender;  
Followup on El Arish & Cairo West projects;  
Support Cda Wire, Babcock & Wilcocks & AECL  
ongoing projects.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Submitted amendments through MFA and for Nuclear Power Plants Authority approval.
- Obtained tender docus and background data for AECL to prepare a bid.

Assisted AECL in reaching decision re how to submit offer. Visited client & completed background data & identified competitors. Obtained specs prior to announcement of tender. Flagged opportunity to Cdn coys.

Plugged AECL into local auth to preq for RPS & secured info for reactor bid; Identified/flagged Cairo W & Arish Projects to Cdns; Facilitated loan docs for CWC, backed B&W promo to electricit Minister & sought financing for B&W bid on Assut