

REPT4D
90/01/23

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 MOMENCO 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

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 POSITIONED TO BID

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

CDA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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.

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

QUARTER: 3 -----

QUARTER: 4 -----