

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 342-TEL AVIV

008-TRANSPORT SYS, EQUIP, COMP, SERV.
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IDENTIFY OPPORTUNITIES FOR CDN. SUPPLIERS TO PROVIDE MGT CONSUL-
TING SERVICES TO SUBURBAN TRANSIT AUTHORITY.

OBTAIN EQUIPMENT SPECS, DETERMINE SOURCES, ENSURE CANADIAN SUP-
PLIERS ARE INCLUDED ON BIDDER LISTS.

ANTICIPATED RESULTS:

POTENTIAL TURNKEY PROJECT.

DEFINED MARKET POTENTIAL AND CANADIAN
POSITION. INVOLVEMENT OF EDC.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE
IN IMPLEMENTING AGENCY.

QUARTER: 2 -----

QUARTER: 3 ACQUIRE SPECS FOR 450 PASSENGER 3-CAR COMMUTER
TRAIN UNITS SUBURBAN RAPID TRANSIT. ACTIVATE PO-
TENTIAL REP FOR CDN SUPPLIER. OBTAIN MINISTERIAL
LEVEL ASSESSMENT OF RR EXTENSION TO EILAT.

QUARTER: 4 OBTAIN "APPROVED SUPPLIER" STATUS AND TENDER
ISSUANCE TO CANADIAN SUPPLIER OF SUBURBAN RAPID
TRANSIT UNITS.

QUARTERLY RESULTS REPORTED:

ASCERTAINED MERGER OF RAILWAY WITH PORTS AUTHOR-
ITY; TOP PRIORITY STATUS OF THIS PROJECT TO NEW
MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS.
ALERTED SUPPLIERS TO NEW SITUATION.

AGENT ACTIVATED. SPECS FORWARDED TO CDN SUPPLIER.
MINISTER OF TRANSPORT ADVISED EILAT EXTENSION
NOT VIABLE & WOULD NOT PROCEED.

TENDER ISSUED TO BOMBARDIER. THEY DECLINED TO
BID.