

REPORT 4  
87/09/25

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

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POST : 327-RABAT

007-POWER & ENERGY EQUIP. & SERV.  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST COORDINATES WITH CDN FIRMS. THE CDN APPROACH TO THE VARIOUS  
LOTS OF THE MATMATA HYDRO-ELECTRIC PROJECT AND IT ASSISTS IN  
VARIOUS ASPECTS OF BID PREPARATION.

WE HOPE THAT CDN FIRMS WILL BID AND THAT  
THEY WILL WIN THESE CONTRACTS.

GATHER AND PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIERS  
INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER  
PLANT.

ENSURE THAT FEW CDN FIRMS ARE MEMBERS OF  
GOOD INT'L CONSORTIUM WHICH WOULD HAVE A  
CHANCE OF WINNING THIS CONTRACT.

IDENTIFY KEY DISTRIBUTORS OF POWER AND ELECTRICAL EQUIPMENT AND  
BRIEF THEM ON THE CANADIAN INDUSTRY.

GENERATE A FEW AGENCY AGREEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CDN FIRMS IN POSITIONNING THEMSELVES FOR  
THE JORF LASFAR THERMAL POWER PLANT.

QUARTERLY RESULTS REPORTED:

NUMEROUS ACTIVITIES: COMBUSTION ENGINEERING,  
HYDRO QUEBEC INTL & WESTINGHOUSE ALL VISITED  
TERRITORY AND ARE PURSUING MAJOR PROJECTS IN  
THIS COUNTRY.

QUARTER: 2 -----

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