

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ASCERTAIN WHICH OF 76 COMPANIES SUBMITTED AS SUPPLIERS OF 30 PRODUCT GROUPS WILL BE INVITED TO BID ON ESTIMATED C\$65M AUXILIARY EQUIPMENT FOR NEW POWER STATION.

UTILITY WILL SOLICIT LOAN FROM EDC IN SEGMENTS AS BIDDING PROGRESSES. POST WILL PROVIDE FREQUENT UPDATE TO EDC.

WORK WITH KEY AGENTS/UTILITY PERSONNEL TO IDENTIFY ADDITIONAL OPPORTUNITIES FOR CDA. CURRENT 30 PRODUCTS BASED ON PREVIOUS CDN SUPPLY. THERE ARE SOME 500 ITEMS TO BE PURCHASED.

ANTICIPATED RESULTS:

ENABLES POST TO ALERT COMPANIES, PROVIDE INFORMATION ON UTILITY PROCUREMENT PRACTICES, MONITOR RESPONSES & REACTIONS OF CLIENT.

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.

EXPAND PARAMETERS OF PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ADVERTISE FORTHCOMING TENDER FOR COAL-FIRED STATION AND ASSIST CDN FIRM TO GET ON SHORTLIST.

QUARTER: 2 Established comprehensive list of Israeli firms importing energy related equipment.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CIPS, WITH ONTARIO HYDRO, WAS SHORTLISTED AND HAS SUBMITTED PROPOSAL. POST HAS LOBBIED AT MINISTRY AND AT ALL LEVELS WITHIN ELECTRICITY AUTHORITY.

Following June International Energy Conference comprehensive list compiled and direct contacts with importers established.