

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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 SHOUBRA & 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:

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 background data & identified competitors. Obtained specs prior to announcement of tender. Flagged opportunity to Cdn coys.

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.

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