

REPT40  
90/06/26

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

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POST :341-CAIRO

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: AUTOMOTIVE

SUPPORT CDN PROPOSALS TO LIC. MFG TRUCK TOPS & TIRE SEALOR  
\$1.5M IN NEW BUSINESS

COMPLETE MINI SURVEY OF AUTOPARTS MKT  
IF PROMISING, ENCOURAGE CDN SUPPLIERS TO ESTABLISH LOCAL

ENCOURAGE IMPORTERS TO ATTEND 1989 CDN AUTO SHOWS  
IMPROVE ACCESS FOR CDN BUSINESS MAN SIGNING OF AGENCY

IDENTIFY PROD & SERV REQ FOR \$180 M IBRD RAIL PROJECT  
PLUG IN CDN SUPPLIERS TO RAILWAY & LOCAL REPS AS NECESSARY

ENCOURAGE ONT GOVT TO INCLUDE EGYPT IN 1989 M.E. MISSION  
ESTABLISH NEW MKT FOR CANADA

DISTRIBUTORS

AGREEMENTS

SUB-SECTOR: AEROSPACE

SUPPORT DEHAV & CDAIR SALES OF DASH 8 & CL215 TO EGYPTAIR  
EGYPTAIR MAY CONSIDER PURCHASE OF AIRCRAFT USING OWN

SUPPORT AVIATION TRAIN PROG AT MCGILL FOR EGY OFFICIALS  
IMPROVING CDN ACCESS TO AVIATION AUTHORITY & ENCOURAGE EGYPT

CONFIRM PROSPECT TO SUPPLY EGYPTAIR WITH TRAIN SIMULATOR  
IF PROMISING, INTRODUCE & PROMOTE CAE TO EGYPTAIR

CONFIRM CVL AVIATION AUTH TO FUND MOB CNTL TWR AT TABA AIRP.  
IF PROMISING, INTRODUCE & PROMOTE SUPP TO CIVIL AVIATION

SUBSTANTIAL FINANCING

-IAN OFFICIALS TO INSPECT CIVIL AVIATION TECH IN CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on World Bank proposed loan to Egyptian Railways (over 50 M US dollars). Flag opportunities to Canadian coys.

QUARTER: 2 Keep following on World Bank proposed loan to Egyptian Railways (US\$50). Identify flag opportunities re container terminal to Cdn coys. Identify opportunities for Cdn coys in ship-building/management.

Loan approval is still pending on railways adopting WB recommendations & Egypt signing rescheduling agreement with WB. However foreign govts offering financing will have access to these projects regardless W.B. loan status.

Pending on signing rescheduling agreement between GOE and World Bank. Canac was advised of tender issuance. Requirement for payment facilities not as an option but is a must.