

REPORT 4
88/03/16

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.

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

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

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

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

GENERATE A FEW AGENCY AGREEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN FIRM IN POSITIONING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT.

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

QUARTER: 2 ALERTER L'INDUSTRIE DES A. O. I. ET LA CONSEILLER SUR FACON ABORDER LE MARCHE.

WESTINGHOUSE A SOUMISSIONNE SUR LA RENOVATION D'ALTERNATEURS POUR L'O. N. E.

QUARTER: 3 PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIERS INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

COMBUSTION ENGINEERING FORMED CONSORTIUM FOR JORF LASFAR POWER PLANT. WESTINGHOUSE & ALCAN ARE SHORT-LISTED FOR MAJOR CONTRACTS WITH ONE. WESTINGHOUSE HELD HIGHLY SUCCESSFUL SEMINAR ON CDN RURAL ELECT. TECH& HQI PURSUED MAJOR PROJECTS.

QUARTER: 4 -----