

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

POST : 401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.
TURKEY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 VISIT BY ENERGY SECTOR MISSION (O)-FULL MISSION SUPPORT FOR VISITS TO SPO, TURKISH ELECTRIC AUTHORITY (TEK, STATE HYDRAULIC WORKS DEPT., MINISTRY OF ENERGY, ELECTRICAL SURVEY DEPT.
- QUARTER: 2 -ASSIST FOSSILE-FUEL FIRED POWER PLANT BIDDERS WITH CANADIAN CONTENT. -INTEREST CDN FIRMS IN HYDRO PROJECTS IN NE TURKEY. -ASSIST KLOHN-LEONOFF WITH TORTUM II PROJECT.
- QUARTER: 3 ASSIST IMPORTED COAL-FIRED POWER PLANT BIDDERS WHO HAVE CDN SUB-CONTRACTORS. ASSIST KLOHN-LEONOFF WITH TORTUM II HEPP PROJECT.
- QUARTER: 4 -ASSISTANCE TO CC IN FINALIZATION OF CONTRACT FOR LAMAS RIVER HYDRO ELECTRIC POWER PROJECT (HEPP). - ASSISTANCE TO SEVERAL CANADIAN COMPANIES PURSUING PROJECTS IN SECTOR.

QUARTERLY RESULTS REPORTED:

MISSION WAS SUCCESS. ALL VISITS LED BY AT LEAST ONE OFFICER FROM POST. SEVERAL NEW SECTORS/OPPORTUNITIES WERE IDENTIFIED, INCLUDING SOUTH-EAST ANATOLIAN PROJECT (GAP) & TWO NEW LARGE POWER DAMS IN NE TURKEY (ARTVIN & YUSUFELI).

-BECHTEL CONSORTIUM, INCL CDN COMBUSTION ENG., CAME 2ND; WILL GET LTR OF INTENT. -SNC & HYDRO QUEBEC HAVE FORMED TWO SEPARATE CONSORTIA WITH TUMAS & ELTEM-TEK RESPEC. AND WILL BID. -KLOHN LEONOFF WILL BE BIDDING PROJECT.

BECHTEL CONSORTIUM, INCLUDING CDN COMBUSTION ENGINEERING, WAS RANKED 2ND & IS EXPECTING INVITATION FROM TURKISH GOV'T FOR FINAL NEGOTIATIONS IN EARLY 88. KLOHN LEONOFF HAS DECIDED TO FORM JV WITH ITS LOCAL TURKISH PARTNER.

-NEGOTIATIONS WERE CONDUCTED IN FEBRUARY; CONTRACT IS EXPECTED BY JUNE. - ONE FEASIBILITY STUDY DELIVERED TO MIN/ENERGY; - ONE PROPOSAL FOR DAM CONSTRUCTION (2 DAMS) PREPARED; - ONE REHABILITATION PLAN FOR 4 HEPPS AGREED.