

**FAIR:**

This was awarded if there was doubt about giving it a GOOD.

**POOR:**

A POOR was awarded if there was even a slight possibility of a sale.

**NIL:**

There was absolutely NO possibility of a Canadian team being successful in marketing this naval modernization capability/.

| Opportunity Assessment | No. of Countries | Total in Fleets | Replacement or Modernization |
|------------------------|------------------|-----------------|------------------------------|
| NIL                    | 17               | 631             | 174                          |
| POOR                   | 17               | 232             | 91                           |
| FAIR                   | 22               | 238             | 108                          |
| GOOD                   | 3                | 24              | 23                           |
| Total                  | = 59             | 1131            | 396                          |

**MARKET ASSESSMENT**

Note: Only countries with cruisers, destroyers, frigates and corvettes were assessed.

| Country    | Total in Fleet | in need Mod'z'n | Polit -ical | Finan -cial | Est. Suplier | ASSESS -MENT |
|------------|----------------|-----------------|-------------|-------------|--------------|--------------|
| Algeria    | 7              | 0               | X           |             |              | POOR         |
| Argentina  | 13             | 2               | X           | X           | UK/GER       | FAIR         |
| Australia  | 11             | 6               |             |             | Aust/UK      | FAIR         |
| Bangladesh | 4              | 3               |             | X           | UK           | POOR         |
| Belgium    | 4              | 0               |             |             |              | FAIR         |
| Brazil     | 18             | 6               | X           | X           | Uk/Ger       | FAIR         |
| Bulgaria   | 11             | 9               | X           | X           | Russia       | NIL          |
| Burma      | 4              | 4               | X           | X           |              | POOR         |
| Chile      | 9              | 8               | X           | X           | Neth/UK      | POOR         |