

REPORT 4
88/02/02

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 : 401-ANKARA

008-TRANSPORT SYS, EQUIP, COMP, SERV.
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUS-
TRIAL BENEFITS, FINANCING AND COUNTERTRADE COMPONENTS.

CORRECT PACKAGE WILL RESULT IN A CONTRACT
AWARD.

ESTABLISHMENT OF A SPECIAL LINE OF CREDIT FOR URBAN TRANSIT/
TRANSPORTATION.

WILL PLACE CANADIAN FIRMS IN MOST FAVORED
SUPPLIER POSITION.

RAIL

FURTHER EDUCATION OF CDN SUPPLIER OF RAIL SUB-SECTOR EQUIP./MATE-
RIAL ON TURKISH REQUIREMENTS & FOREIGN PROCUREMENT PRACTICES. CDN
MANUFACTURING COMPANIES IN THIS SUB-SECTOR SHLD BE CONVINCED TO
ASSIGN LOCAL AGENTS TO CLOSELY FOLLOW TENDERS/INQUIRIES

INCREASED FREQUENCY OF VISITS OF CANADIAN
SUPPLIERS.

CONSULTANCY SERVICES REQUIRED FOR TURKEY'S IBRD FINANCED RAILWAY
REHABILITATION PROJECT TO BE TENDERED IN DECEMBER '86. PREQUALI-
FIED CDN FIRMS ARE EXPECTED TO VISIT TERRITORY RELATED TO THEIR
BID SUBMISSION.

CONTRACT FOR CONSULTANCY SERVICES. VISIT TO
CANADA OF TURKISH RAILWAY ADMINISTRATION
OFFICIALS PURSUANT TO CONTRACT.

TO EXPLORE THE SUPPLY OPPORTUNITIES UNDER IBRD-FINANCED RAILWAY
REHABILITATION PROJECT. OPPORTUNITIES INCLUDE SUPPLY OF SIGNALLING
SYSTEMS, TRACK OVERHAUL EQUIPMENT AND MATERIAL.

VISIT TO TURKEY OF CANADIAN SUPPLIERS IN THIS
SUB-SECTOR TO INTRODUCE THEIR FIRMS/PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ANKARA URBAN TRANSIT SYSTEM - ISSUANCE OF CALL
FOR TENDERS. - RESPONSE TO TENDER CALL BY CDN
CONSORTIUM (CC) LED BY UTDC.

MAYOR WISHED TO DEALY TENDER UNTIL NORMAL TENDER
CALL WAS PERMITTED. STATE PLANNING ORGANIZATION -
(SPO) WANTED TO USE MODIFIED BUILD-OPERATE-TRAN-
SFER MODEL (MBOT). END QUARTER, MAYOR HAD ACCEPTED
THAT CC COULD PRESENT AN ACCEPTABLE SOLE SOURCE/

QUARTER: 2 ANKARA URBAN TRANSIT SYSTEM -NEGOTIATION OF SOLE
SOURCE CONTRACT FOR CANADIAN CONSORTIUM (CC) LED
BY UTDC. -IF NO SOLE-SOURCE, INFLUENCE MUNICI-
PALITY OF ANKARA (MUNANK) TO ISSUE TENDER CALL.

-MODIFIED BUILD-OPERATE-TRANSFER (MBOT) NEGO-
TIATED WITH MUNANK & WITH STATE PLANNING ORG.
(SPO). -DELAYS IN PREPARATION OF SOLE-SOURCE MBOT
PROPOSAL LED TO MUNANK ISSUING GENERAL TENDER
CALL. -CC WILL BE BIDDING-TENDER CLOSES 4 DEC 87.

QUARTER: 3 -----

QUARTER: 4 -----