

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUSTRIAL 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./MATERIAL 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. PREQUALIFIED 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-TRANSFER 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 MUNICIPALITY OF ANKARA (MUNANK) TO ISSUE TENDER CALL.

-MODIFIED BUILD-OPERATE-TRANSFER (MBOT) NEGOTIATED 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 SUBMIT A WINNING TURN-KEY PROPOSAL FOR THE AUTP, SATISFYING ALL REQUIRED TERMS & CONDITIONS BY THE 4 DEC. 87 DEADLINE.

PROPOSAL SUBMITTED ON TIME. IT ADDRESSED ALL KEY REQUIREMENTS, INCLUDING FINANCING TERMS, LOCAL CONTENT/OFFSET CONDITIONS, MODIFIED BOT TERMS & CONDITIONS & DELIVERY. CDN CONSORTIUM'S BID WAS LOWEST PRICE & MOST COMPETITIVE. RESULTS OF

QUARTER: 4 -----