

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT
CONTRACT AWARD TO CDN SUPPLIER

AGGRESSIVE MARKETING OF CDN TRANSPORT AIRCRAFT CAPABILITY
SHORT LISTING OF CDN SUPPLIER

VISIT TO CDA BY TURKISH MINISTER OF NATIONAL DEFENCE
PROMOTE CDN CAPABILITY IN DEFENCE SECTOR & ADATS/DASH-8/CL-

PRESENT A BRIEFING BY DEHAVILLAND AIRCRAFT OF CDA LTD.
PROMOTE DASH-8

ORGANIZATION OF VISIT OF CDN DEFENCE MISSION TO TERRITORY
INCREASE FAMILIARITY OF TURKISH MILITARY WITH CDN DEFENCE

215T SELECTION OF ADATS

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian company to win LLAD competition
-Promote Canadair suppliers of coastal patrol
aircraft
-Assist CC in helicopters co-production project

-Company participated in Idea 89 and Paris Air
Show. Minister of Defence visited stand.
-Post organized briefing for MOD by one supplier
-Evaluation is continuing. Canadian supplier is
in the lead.

QUARTER: 2 -Assist Cdn company to win LLAD competition
-Assist Cdn company to introduce S-2E Tracker
upgrade capabilities.
-Assist Cdn company to qualify for maintenance
programme on newly acquired TAF F-5 aircraft.

-The Cdn bidder plus the French competitors are
now only two contenders being evaluated.
-Cdn firm will give TAF a tech briefing on prog.
-TAF has invited Cdn bidder to apply to give
technical briefing.

QUARTER: 3 -----

QUARTER: 4 -----