

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

011-OIL & GAS EQUIPMENT, SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL
CLIENTS BY CANADIAN EQUIPMENT EXPORTERS.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDER OPPORTUNITIES
RELATED TO MAJOR PROJECTS IN THIS SUB-SECTOR.

BETTER PROMOTION OF CANADIAN CAPABILITY IN
OIL AND GAS SECTOR.

INCREASED AWARENESS OF COMPETITION &
UNDERSTANDING CLIENTS' REQUIREMENTS
ESSENTIAL FOR BIDDING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE A CDN COMPANY QUALIFY FOR AND BID ON ONE
OR MORE OF THE FIVE URBAN GAS DISTRIBUTION PROJ-
ECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEME-
NT WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS.
DECISION ON WHETHER TO BID ISTANBUL DISTRIBUTION
SYSTEMS EXPECTED MOMENTARILY. IT IS EXPECTED THAT
CONSORTIUM WILL BID ON OTHER PROJECTS.

QUARTER: 2 -ENCOURAGE AND ASSIST CONGAS IN BIDDING ON ONE
OR MORE OF THE FIVE URBAN GAS DISTRIBUTION
PROJECTS IN TURKEY.

-CONGAS HAS FORMED A CONSORTIUM WITH GAZ METRO-
POLITAIN OF QUEBEC, NOVACORP OF CALGARY AND
NATURGAS SYD OF DENMARK. CONSORTIUM WILL BE
BIDDING FOR THE BURSA AND ESKISEHIR GAS DIS-
TRIBUTION PROJECTS.

QUARTER: 3 -----

QUARTER: 4 -----