

REPT4D  
90/06/26

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

1

POST :401-ANKARA

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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 -Assist Cdn company to win LLAD competition  
-Assist Cdn co in mrktg of jet train. aircraft  
-Asst Cdn co in mrktg Tracker re-engining capab.  
-Asst Cdn co in precision approach radar co-production project

-Cdn bidder expected to receive new questionnaire for further clarification of bid info  
-Cdn co briefed Turkish mil & will submit a bid  
-T Navy briefed by Cdn co & info on ASW expected  
-Cdn co signed a pre agrmnt w/State Avionics Co.

QUARTER: 4 -Assist Cdn co to win LLAD competition. -Assist Cdn co in mktg Tracker re-engining capab. - Assist Cdn co in prequalification for RPV proj. -Assist Cdn coys in prequalification for TAFICS prj.- Preparation of Bell Helicopter bid.

-Work on re-definition of qty of reqmnt is continuing, Cdn co will receive new RFP - Cdn co short-listed & submitted its proposal. - Cdn co short-listed & briefed Turkish military.  
-3 Cdn coys short-listed & attended TAFICS brief