

REPORT 4  
88/03/16

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

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY ENERGY SECTOR MISSION (O)-FULL MISSION SUPPORT FOR VISITS TO SPD, TURKISH ELECTRIC AUTHORITY (TEK, STATE HYDRAULIC WORKS DEPT., MINISTRY OF ENERGY, ELECTRICAL SURVEY DEPT.

MISSION WAS SUCCESS. ALL VISITS LED BY AT LEAST ONE OFFICER FROM POST. SEVERAL NEW SECTORS/OPPORTUNITIES WERE IDENTIFIED, INCLUDING SOUTH-EAST ANATOLIAN PROJECT (GAP) & TWO NEW LARGE POWER DAMS IN NE TURKEY (ARTVIN & YUSUFELI.

QUARTER: 2 -ASSIST FOSSILE-FUEL FIRED POWER PLANT BIDDERS WITH CANADIAN CONTENT. -INTEREST CDN FIRMS IN HYDRO PROJECTS IN NE TURKEY. -ASSIST KLOHN-LEONOFF WITH TORTUM II PROJECT.

-BECHTEL CONSORTIUM, INCL CDN COMBUSTION ENG., CAME 2ND; WILL GET LTR OF INTENT. -SNC & HYDRO QUEBEC HAVE FORMED TWO SEPARATE CONSORTIA WITH TUMAS & ELTEM-TEK RESPEC. AND WILL BID. -KLOHN LEONOFF WILL BE BIDDING PROJECT.

QUARTER: 3 ASSIST IMPORTED COAL-FIRED POWER PLANT BIDDERS WHO HAVE CDN SUB-CONTRACTORS. ASSIST KLOHN-LEONOFF WITH TORTUM II HEPP PROJECT.

BECHTEL CONSORTIUM, INCLUDING CDN COMBUSTION ENGINEERING, WAS RANKED 2ND & IS EXPECTING INVITATION FROM TURKISH GOV'T FOR FINAL NEGOTIATIONS IN EARLY 88. KLOHN LEONOFF HAS DECIDED TO FORM JV WITH ITS LOCAL TURKISH PARTNER.

QUARTER: 4 -----