

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON CONTACTS MADE WITH PRESIDENT OF DIDSА

INCREASE IN AWARENESS OF CANADIAN PRODUCTS  
AND CAPABILITIES.

ANALYSIS OF OPPORTUNITIES OFFERED UNDER TURKISH ARMY MODERNIZA-  
TION PROGRAM.

INCREASE AWARENESS OF CANADIAN DEFENCE PRO-  
DUCTS SUPPLY FIRM ON TURKISH REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION TO CDA BY MR. VAHIT ERDEM, PRESIDENT, DEFENCE  
INDUSTRY DEVELOPMENT & SUPPORT ADMINISTRATI-  
ON. COMPLETION OF CONTRACT FOR UH1H SIMULATOR.  
COMPLETION OF BIDDING ARRANGEMENTS FOR SPECTRUM  
MONITORING SYSTEM. CONTRACT FOR ESM SYS. FOR NAVY.

ALL ARRANGEMENTS COMPLETED FOR VISIT IN EARLY J-  
ULY. MISSION POSTPONED AT LAST MINUTE TO SEPT/OCT  
. CONTRACT INITIALED IN JUNE. CONSORTIUM FORMED,  
PREPARED & SUBMITTED FEASIBILITY STUDY. AWAITING  
RESULTS OF BID.

QUARTER: 2 -CONCLUDE SUCCESSFUL MISSION TO CDA BY VAHIT  
ERDEM, PRES., DEFENCE IND. DEV. & SUPPORT ADMIN  
(DIDSА). -WIN CONTRACT FOR SPECTRUM MONITORING  
SYSTEM STUDY -WIN CONTRACT FOR ESM SYSTEM FOR  
NAVY.

-VISIT AGAIN POSTPONED BECAUSE PM OF TURKEY  
CALLED SNAP ELECTION FOR 1 NOV. VISIT RESCHE-  
DULED FOR LAST WEEK OF NOV. OR FIRST WK OF DEC.  
-CDN CONSORTIUM LOWEST BIDDER. CONTRACT EXPECTED  
IN OCT. -AWAITING RESULTS OF BID.

QUARTER: 3 ARRANGE FOR VISIT OF VAHIT ERDEM, PRESIDENT DIDSА  
TO CANADA. COORDINATE LLAD MARKETING EFFORTS BE-  
TWEEN MARTIN-MARIETTA & DERLIKON. SUBMIT A WIN-  
NING BID TO CONDUCT RADIO AFFAIR DEPT. SPECTRUM  
MONITORING PROJECT STUDY.

VISIT HAS BEEN UNAVOIDABLY RESCHEDULED 3 TIMES.  
DIDSА STAFF HOPING TO RESCHEDULE VISIT EARLY 88.  
AMB MET WITH SENIOR EXECs OF BOTH FIRMS; WILL CO-  
ORDINATE/HOST MAJOR JOINT MKTG EFFORT IN JAN 88.  
CCC SUBMITTED EXCELLENT BID WITH COOPERATION OF

QUARTER: 4 -CONCLUDE SUCCESSFUL MISSION TO CANADA BY VAHIT  
ERDEM, PRESIDENT OF DIDA.  
-ASSIST CANADIAN COMPANY IN WINNING TURKISH LLAD  
CONTRACT.

-ERDEM HAS PROMISED THAT HE WILL BE VISITING  
CANADA THIS YEAR. - POST HAS WORKED CLOSELY WITH  
BOTH CANADIAN & FOREIGN PARTNER COMPANIES. MINIS-  
TER CROSBIE PROMOTED CANADIAN CONTENDER DURING  
HIS VISIT. COMPANY MET WITH PM OZAL AT DAVOS.