

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 401-ANKARA

010-MINE, METAL, MINERAL PROD & SRV
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MARKETING SUPPORT TO COMINCO'S EFFORTS TO FORM A CONSORTIUM TO UNDERTAKE UPGRADING OF THE LEAD-ZINC PLANT OF STATE OWNED CONCERN CINKUR.

MONITORING AND REPORTING OF ETIBANK'S (STATE MINING AUTHORITY) ALUMINUM SMELTING COMPLEX AND MARKETING SUPPORT TO SNC'S EFFORTS TO PARTICIPATE IN TENDER FOR UPGRADING THE PLANT.

AWARD OF CONTRACT FOR PROJECT IMPLEMENTATION AND MANAGEMENT.

SECURING OF CONTRACT FOR PROJECT IMPLEMENTATION AND MANAGEMENT.

MINE DEVELOPMENT SERVICES

CONTACTS WHICH WERE MADE WITH THE MINISTRY OF ENERGY AND NATURAL RESOURCES AND THE STATE MINERALS RESEARCH INSTITUTE (MTA) HAVE NOT YET BORNE FRUIT. THIS ACTIVITY WILL BE CONTINUED IN THE NEXT FY.

THE ESTABLISHMENT OF A DIALOGUE WITH THE STATE PLANNING ORGANIZATION (SPO) TO OBTAIN INFORMATION ON HOW THE BOT CONCEPT WOULD APPLY TO THE MINING SECTOR, BEGUN IN THE LAST FY, IS NOT YET COMPLETE.

PROMOTION OF CANADIAN SURVEY AND MAPPING CAPABILITIES TO THE MINISTRY OF ENERGY AND NATURAL RESOURCES AND TO THE STATE MINERALS RESEARCH INSTITUTE (MTA).

PROMOTION OF COMINCO'S CAPABILITIES IN PRECIOUS METALS EXPLORATION AND EXTRACTION.

SECURING THE PARTICIPATION OF CDN FIRMS IN THE EXPLORATION FOR AND MINING OF COAL, GOLD, SILVER, LEAD, ZINC AND COPPER IN TURKEY.

CONSORTIUM OF CANADIAN SOURCING FOR TURKISH MINING REQUIREMENTS AND THE IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES.

SECURING OF CONTRACTS FOR CANADIAN MAPPING AND SURVEY COMPANIES.

SECURING OF A MINERAL LICENCE FOR COMINCO TO DO GOLD AND SILVER EXPLORATION AND MINING IN TURKEY.

ALL SUB-SECTORS

IMPROVING THE LIST OF POTENTIAL AGENTS ENGAGED IN MARKETING OF METAL/MINERAL PRODUCTS.

UPDATING THE INFORMATION AVAILABLE IN HAND ON METAL/MINERAL PRODUCTS REQUIREMENT OF TURKISH INDUSTRY.

INTRODUCTION OF CANADIAN METAL/MINERAL PRODUCTS TO TURKISH IMPORTERS WHO CURRENTLY BUY FROM-CANADIAN SOURCES.

PROMOTION OF OPPORTUNITIES IN THE TURKISH MARKET TO CANADIAN PRODUCERS.

EXPANSION IN NUMBER OF AGENTS. IMPROVEMENT IN CANADIAN ACCESS INTO TURKISH MARKET.

INCREASED AVAILABILITY OF MARKET POTENTIAL INFORMATION WHICH WILL HELP CANADIAN EXPORTERS IN SUCCESSFUL MARKETING.

INCREASED SALES OF CANADIAN METAL/MINERAL PRODUCTS TO TURKEY TO \$80 M.

CONCLUSION OF AT LEAST FIVE NEW AGENCY AGREEMENTS BETWEEN CANADIAN AND TURKISH PARTNERS.