

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

007-POWER & ENERGY EQUIP. & SERV.
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CLOSE MONITORING & REPRESENTATION WITH GOVERNMENT AUTHORITIES IN ORDER TO PROMOTE CANADIAN CAPABILITY.

SUCCESS IN PREQUALIFICATION FOR TENDERS.

CONTINUED CONTACTS WITH POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.

PROGRESS IN NEGOTIATIONS.

THERMAL

MEETINGS WITH STATE PLANNING ORGANIZATION (SPO) AND ELECTRICITY AUTHORITY (TEK) OFFICIALS TO PURSUE VARIOUS POWER PROJECTS IN WHICH THERE IS CANADIAN INVOLVEMENT.

PROGRESS IN CONTRACT NEGOTIATIONS.

THE PREPARATION OF AN OVERVIEW OF PLANNED THERMAL POWER PLANT PROJECTS AND AN ANALYSIS OF THE TURKISH GOVERNMENT'S CONTRACT TERMS DESIGNED FOR SUCH PROJECTS.

INCREASED AWARENESS OF CANADIAN POWER GENERATION EQUIPMENT SUPPLIERS' CAPABILITIES.

NUCLEAR

CONTINUED MONITORING AND REPORTING OF WORLD ACCEPTANCE OF BUILD-OPERATE-TRANSFER (B. O. T.) FINANCING MODEL

POTENTIAL SALE OF CANDU REACTOR IF SUITABLE FINANCING PLAN CAN BE ACHIEVED.

TRANSMISSION

MEETING WITH TURKISH ELECTRICITY AUTHORITIES (TEK) TO ASCERTAIN THEIR PLANS TO HIRE A CONSULTING/ENGINEERING FIRM FOR IBRD FINANCED POWER GENERATION PLANTS & TRANSMISSION LINE REHABILITATION PROJECT.

INVITATION BY TEK OF ONTARIO HYDRO OFFICIALS FOR DISCUSSIONS ON CONSULTANCY SERVICES.

EXPANSION OF THE LIST OF POTENTIAL LOCAL AGENTS EXPERIENCED IN PROMOTION OF BUSINESS FOR TRANSMISSION LINE HARDWARE AND POWER LOAD MANAGEMENT SYSTEMS.

INCREASED NUMBER OF ACTIVE LOCAL AGENTS INTERESTED IN COOPERATION WITH CANADIAN SUPPLIES IN TEK TENDERS WILL IMPROVE SALES PROSPECTS.

THE PREPARATION OF AN OVERVIEW ON TEK'S TRANSMISSION LINE MATERIALS AND CONTROL/TEST DEVICE REQUIREMENTS.

INCREASED ATTENTION OF CANADIAN FIRMS TO TURKISH REQUIREMENTS.