

REPORT 4
87/09/25

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

PAGE : 5

POST : 401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL
CLIENTS BY CANADIAN EQUIPMENT EXPORTERS.

BETTER PROMOTION OF CANADIAN CAPABILITY IN
OIL AND GAS SECTOR.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDER OPPORTUNITIES
RELATED TO MAJOR PROJECTS IN THIS SUB-SECTOR.

INCREASED AWARENESS OF COMPETITION &
UNDERSTANDING CLIENTS' REQUIREMENTS
ESSENTIAL FOR BIDDING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE A CANADIAN COMPANY QUALIFY FOR AND BID
ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION
PROJECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEMENT
WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS. DE-
CISION ON WHETHER TO BID ISTANBUL DISTRIBUTION
SYSTEM EXPECTED MOMENTARILY. IT IS EXPECTED THAT
CONSORTIUM WILL BID ON OTHER PROJECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----