

REPORT 4
89/02/06

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

008-TRANSPORT SYS,EQUIP,COMP,SERV.
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUSTRIAL BENEFITS, FINANCING AND COUNTERTRADE COMPONENTS.

CORRECT PACKAGE WILL RESULT IN A CONTRACT AWARD.

ESTABLISHMENT OF A SPECIAL LINE OF CREDIT FOR URBAN TRANSIT/TRANSPORTATION BY EDC ABOVE THE COUNTRY NATIONAL CEILING.

WILL PLACE CANADIAN FIRMS IN MOST FAVOURED SUPPLIER POSITION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN CONSORTIUM (CC) IN BIDDING FOR ANKARA URBAN TRANSIT PROJ.(AUTP). -PROMOTE CDN VESSEL TRAFFIC SYSTEM (VTS) CAPABILITY. -PROMOTE CDN LOCOMOTIVE/CREW TRAINING SIMULATOR CAPABILITY.

CDN FIRM & ONE FRENCH FIRM SHORT-LISTED. 3 COMPETITORS ELIMINATED. "FINAL" BIDS 5JUL88.-CDN CO GIVEN EXCL. RIGHTS TO CONDUCT CCPF-FINANCED STUDY BY TURKISH MIN. OF TRANSP. -POST ORGANIZED VERY SUCCESS. BRIEFING TO TRKSH STATE RAILWAYS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----