

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.