

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 Assist Canadian consortium (CC) in successful conclusion o final negotia'ns for Ankara Urban Transit Project. Assist Cdn company in organizing visit of key officials connected to Vessel Traffic System to Canada.

All terms & conditions agreed by end of quarter, except some aspects of financing. Initialling scheduled for Jan. 89. 5 Trksh officials visited Cda & took part in final work on VTS Study.Study to be presented to Trksh Min.Transp. end Jan.88.

QUARTER: 4 Assist CC in successful conclusion of final negotiations for Ankara Urban Transit Project. Assit Cdn companu in completion of vessel traffic mngt study and submission to Turkish Min. of Communications

Final agreement was initialled on 6 Feb. 89, witnessed by Minister McDermid. Final talks on financial pkg have begun. Study was completed and delivered to Turkish Min of Communications by visiting Minister McDermid.