

29/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

Mission: ANKARA

Market: TURKEY

Factors for Canadian exports not reaching market potential:

- Non-competitive pricing
- Non-competitive financing
- LOW LEVEL OF INTEREST FROM CDN FIRM
- BUDGETARY CONSTRAINTS

In support of Canadian exports in this sector/sub-sector the mission is currently engaged in activities which include:

Activity: CONCLUSION OF FUNDING ARRANGEMENTS FOR LAMAS RIVER PROJECT  
Expected Results: CONTRACT SIGNING

For the next fiscal year, the mission is planning to undertake the following new export support initiative(s) in this sector/sub-sector:

Activity: PROMOTION OF CDN HYDROELECTRIC CAPABILITY  
Expected Results: HAVE AT LEAST ONE CDN FIRM TO ENTER NEGOTIATIONS WITH TURKISH GOV'T FOR A DAM & HEPP PROJECT ON BOT BASIS

Activity: PROMOTE CDN CAPABILITY FOR REHABILITATION OF HYDRO PLANTS  
Expected Results: AWARD OF CONTRACT TO AT LEAST UN CDN FIRM FOR HEPP UPGRADING PROGRAM

Activity: REPORT ON OPPORTUNITIES IN HYDRO-POWER -POWER GEN. SECTOR  
Expected Results: ENCOURAGEMENT OF CDN SUPPLIERS TO CONSIDER OPPORTUNITIES IN TURKEY, ESPECIALLY IN GAP REGION