

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

1  
89/12/12

POST :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PLANNING: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT  
CONTRACT AWARD TO CDN SUPPLIER

AGGRESSIVE MARKETING OF CDN TRANSPORT AIRCRAFT CAPABILITY  
SHORT LISTING OF CDN SUPPLIER

VISIT TO CDA BY TURKISH MINISTER OF NATIONAL DEFENCE  
PROMOTE CDN CAPABILITY IN DEFENCE SECTOR & ADATS/DASH-8/CL-

215T SELECTION OF ADATS

PRESENT A BRIEFING BY DEHAVILLAND AIRCRAFT OF CDA LTD.  
PROMOTE DASH-8

ORGANIZATION OF VISIT OF CDN DEFENCE MISSION TO TERRITORY  
INCREASE FAMILIARITY OF TURKISH MILITARY WITH CDN DEFENCE

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian company to win LLAD competition  
-Promote Canadair suppliers of coastal patrol aircraft  
-Assist CC in helicopters co-production project

-Company participated in Idea 89 and Paris Air Show. Minister of Defence visited stand.  
-Post organized briefing for MOD by one supplier  
-Evaluation is continuing. Canadian supplier is in the lead.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:  
QUARTER: 1 -Assist Canadian Consortium (CCC) in concluding negotiations for Ankara Urban Transit Project (AUTP)  
-Assist Canadian company in winning contract for road traffic system for Ankara streets  
-Significant progress was made on financing package. Full agreement expected in July.  
QUARTER: 2  
QUARTER: 3  
QUARTER: 4