

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

REPORT 4
88/10/21

POST : 401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL CLIENTS BY CANADIAN EXPORTERS OF EQUIPMENT OR SERVICES.

CONTINUED CONTACTS WITH MINISTRIES, POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.

MARKETING ASSISTANCE TO JOINT VENTURE CONSORTIUM IN THEIR NEGOTIATIONS WITH THE TURKISH PIPELINE CORPORATION (BOTAS) AND STATE PLANNING ORGANIZATION TO UNDERTAKE NATURAL GAS PROJECT IN TURKEY.

IDENTIFY ACTION AND ASSISTANCE TO CANADIAN OIL COMPANIES INTERESTED IN EXPANDING THEIR OVERSEAS OPERATION INTO THE TURKISH MARKET

INVESTIGATION OF EQUIPMENT PROCUREMENT OPPORTUNITIES IN UPCOMING LNG AND TURKEY-IRAN NATURAL GAS PROJECTS.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDERS LISTED IN SECTION 7-9 AND ENCOURAGE OF CANADIAN CONSULTING FIRMS TO PARTICIPATE IN THESE PROJECTS.

ANTICIPATED RESULTS:

BETTER PROMOTION OF CANADIAN CAPABILITY IN OIL AND GAS SECTOR.

INCREASED AWARENESS OF COMPETITION AND UNDERSTANDING OF CLIENT'S REQUIREMENTS, ESSENTIAL FOR SUCCESS IN BIDDING,

SECURING CONTRACT FOR CDN. FIRM TO COMPLETE NATURAL GAS DISTRIBUTION PROJECTS FOR TURKISH CITIES OF BURSA AND ESKISEHIR.

SECURING OF NEW OIL EXPLORATION LICENCES FOR CANADIAN COMPANIES.

IDENTIFICATION OF AREAS WHERE CANADIAN EQUIPMENT CAN SUCCESSFULLY BE INCORPORATED IN THESE PROJECTS.

INVOLVEMENT OF AT LEAST ONE CDN ENGINEERING/CONSULTING FIRMS IN LNG AND IRAN/TURKEY PIPELINE PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CC TO WIN CONTRACT FOR GAS DISTRIBUTION IN CITIES OF BURSA/IZMIT/ESKISEHIR FM BOTAS (TRKSH STATE GAS CORP.) -PROMOTE CDN CAPABILITY IN PIPELINE CONSTR'N -PROMOTE TURKISH USE OF CDN HEAVY OIL TECHNOLOGY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

FINAN'L CONSTRAINTS HAVE CAUSED PROJ. TO SLIP TO NEXT FISCAL YEAR. -CDN CO. WILL BID ON ANKARA PIPELINE W/POST SUPPORT -TURKISH MIN. OF STATE RESPONSIBLE FOR OIL & GAS TO VISIT CDA. W./HEAD TURKISH STATE PETROL. CORP (TPAD)