

REPORT 4  
88/02/02

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

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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 DIDSA

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 INITIALLED 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  
(DIDSA). -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 -----

QUARTER: 4 -----