

# AEROSPACE *and* DEFENCE



## OPPORTUNITIES

**OPPORTUNITIES:** The Turkish civilian aviation market has developed within the last five years, especially since the sale of executive or corporate jets and helicopters has been on the rise. To date, about 100 helicopters and 50 aircraft (turbo-prop and jet) have been purchased by such buyers. The Turkish Forestry Department (OGM) has plans to procure three new forest fire-fighting aircraft. However, OGM is not in a position yet to open a tender due to a shortage of funding. Turkish Airlines (THY) has plans to expand its fleet of regional aircraft, and Bombardier is working hard to promote its regional jet and turbo-prop aircraft. However, the implementation of these plans is not likely before the planned privatization of THY takes place.

With one of the largest armies in Europe and a modern industrial policy designed to create an indigenous defence industry, Turkey's market for **defence** products provides many opportunities for Canadian companies that are prepared to investigate technology transfer, joint ventures and other forms of co-operation. In the aerospace and defence sector, opportunities exist for various corporate and regional aircraft, aircraft engines and parts, avionic and navigational systems, radars, defence electronics, military software and training simulators.

Currently, the Turkish Ministry of Defence is working on the following priorities:

- local production of 1000 units of main battle tanks; modernization of existing 1000 M60A1 tanks;
- 145 attack helicopters (US Bell was invited for contract talks);

- 6 naval frigates; simulators for submarines and military helicopters; and
- 30 units of unmanned airborne surveillance vehicles.

All these projects offer opportunities for Canadian manufacturers of subsystems, parts, components, avionics and electronics. Canadian companies have recently been successful in obtaining contracts for the supply of executive-use jet aircraft and pilot-training simulators.

## MARKET CONSIDERATIONS

**MARKET CONSIDERATIONS:** There are no constraints or trade barriers in Turkey for Canadian companies involved in the civilian aircraft market. However, the Turkish defence market is not easily penetrated. Information on projects is difficult to obtain, and funding is a challenge. In defence procurements, the major constraint to date seems to be the Canadian government's export-control procedures.

There is stiff competition from European and U.S. companies that enjoy strong support from their governments in all political, financial and technical aspects. These companies are usually open-minded to technology transfers, technical co-operation and investment in Turkey. Turkey has signed bilateral co-operation agreements with several European countries, the United States and Israel, in the fields of aerospace and defence.

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