

REPT4D
90/04/05

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

POST :401-ANKARA

011-OIL & GAS EQUIPMENT,SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INCREASE OF CALLS ON POTENTIAL CLIENTS-MINIMUM ONE/MONTH
MORE EFFECTIVE PROMOTION OF CDN CAPABILITIES IN OIL/GAS

SECTOR. INCREASE AWARENESS OF NEW OPPORTUNITIES.

SEMINAR ON TECH FOR RECOVERY OF HEAVY OIL
WINNING OF A CONSULTANCY CONTRACT TO ASSIST TPAO IN HEAVY

OIL EXTRACTION. FOLLOW-UP EQUIPMENT CONTRACTS.

INCOMING/OUTGOING MISSION FOR NATURAL GAS APPLICATIONS TECH.
WINNING OF AT LEAST ONE NEW CONTRACT FOR CDN FIRM IN GAS

TECH APPLICATIONS. SUB-CONTRACTS FOR CDN MANUFACTURED EQPT.

ONE INCOMING AND ONE OUTGOING OIL AND GAS MISSION
INVOLVEMENT OF AT LEAST ONE CDN ENGINEERING/CONSULTING FIRM

IN IRAN/TURKEY PIPELINE & IN SEVERAL NATURAL GAS CONVERSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in bidding on various gas distribu-
tion projects
-Promote Canadian capability in underground
storage of natural gas
-Promote Canadian capability in sector
-Provide counsel to a Canadian firm to submit
bid on important pipeline project.

-CC is negotiating for construction of pipeline
extension to Eregli steel mill
-Canadian companies have not followed up
-Minister and General Director of TPAO visiting
Canada in September
-After extensive meetings in Turkey the Cana-
dian company has selected a local partner and
submitted a bid; local info indicates firm is
well placed.

QUARTER: 3 -Assist Novacorp in bidding for engineering ser-
vices for pipelines connecting major cities to
the main line stretching from the Bulgarian bor-
der to Ankara carrying natural gas imported from
USSR.

-Nova obtained the contract for the project
which is approx US \$3.5 million. Nova's current
contract with the Turkish Pipeline Corp. (BOTAS)
was also extended (US \$1.0 M).

QUARTER: 4 -----