

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 &amp; IN SEVERAL NATURAL GAS CONVERSION

## TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

## QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in bidding on various gas distribution 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 Canadian 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 services for pipelines connecting major cities to the main line stretching from the Bulgarian border 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 -----