

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

POST : 401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDER OPPORTUNITIES RELATED TO MAJOR PROJECTS IN THIS SUB-SECTOR.

BETTER PROMOTION OF CANADIAN CAPABILITY IN OIL AND GAS SECTOR.

INCREASED AWARENESS OF COMPETITION & UNDERSTANDING CLIENTS' REQUIREMENTS ESSENTIAL FOR BIDDING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE A CDN COMPANY QUALIFY FOR AND BID ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION PROJECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEMENT WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS. DECISION ON WHETHER TO BID ISTANBUL DISTRIBUTION SYSTEMS EXPECTED MOMENTARILY. IT IS EXPECTED THAT CONSORTIUM WILL BID ON OTHER PROJECTS.

QUARTER: 2 -ENCOURAGE AND ASSIST CONGAS IN BIDDING ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION PROJECTS IN TURKEY.

-CONGAS HAS FORMED A CONSORTIUM WITH GAZ METROPOLITAIN OF QUEBEC, NOVACORP OF CALGARY AND NATURGAS SYD OF DENMARK. CONSORTIUM WILL BE BIDDING FOR THE BURSA AND ESKISEHIR GAS DISTRIBUTION PROJECTS.

QUARTER: 3 ASSIST CONGAS IN THE PREPARATION & PRESENTATION OF BIDS ON TWO OR THREE URBAN GAS DISTRIBUTION PROJECTS.

CONGAS HAS SUBMITTED A PROPOSAL TO TURKISH GOV'T FOR 2 URBAN GAS DISTRIBUTION PROJECTS. COMPANY OFFICIALS VISITED MUNICIPALITIES OF BURSA, ESKISEHIR & IZMIT. CONGAS HAS BEEN WORKING ON FORMING A CONSORTIUM WITH FOREIGN CO. SEV. CDN PARTNERS

QUARTER: 4 -PROMOTION OF CDN CAPABILITY IN SECTOR: -GAS DISTRIBUTION-BURSA/ESKISEHIR/IZMIT-BOTAS (TURKISH STATE GAS CORP). - NEW PIPELINE CONSTRUCTION - IRAN/TURKEY. - HEAVY OIL CONVERSION-TPAO (TURKISH PETROLEUM CORPORATION).

-CDN CO DOING FUNDED STUDY OF TURKISH GAS SECTOR FOR BOTAS. - EMBASSY PROVIDED MKTG ASSISTANCE TO CDN CO. - EMBASSY WORKED WITH CDN CO PROMOTING THEIR CAPABILITIES TO TPAO.