



Special Report

FIDAE 2012 in IDEF'11

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FIDAE 2012 in IDEF '11



Between last May 10 and 13, it was held in Istanbul, Turkey a new edition of IDEF 2011, one of the most important of Eurasia fairs within the defence industry, where companies from more than 40 countries met and FIDAE had a highlighted participation.

The FIDAE 2012 delegation, headed by its CEO, Jean Pierre Desgroux, met high representatives of conglomerates from different countries, consolidating FIDAE as the main business platform of Latin America.

SSM of Turkey renewed its interest for participating in FIDAE

During the performance of IDEF 2011, the SSM (Undersecretariat for Defence Industries of Turkey) showed their real interest in participating actively in the next edition of FIDAE. This is the result of the successful experience that the Turkish companies had in 2010, where the Eurasian country was one with major presence of companies, generating the attraction of foreign delegations. With the purpose of consolidating this relationship, it was held a meeting with the SSM Department Head of International Cooperation, Mr. Lufti Varoglu and the Regional Director for Latin America, Mr. Mustafa Taner, where they commit themselves that during the next months there would be defined the details that will make Turkey one of the main participants of FIDAE 2012.



Mr. Lufti Varoglu, SSM Department Head of International Cooperation with FIDAE 2012 CEO, Jean Pierre Desgroux.

Important meeting with Turkish companies

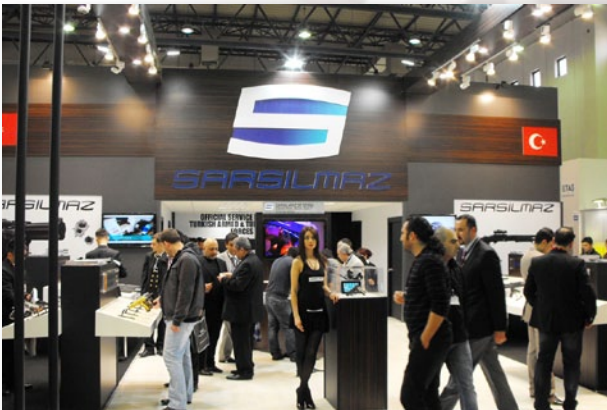
Under the important framework that IDEF represents in the fair circuit, FIDAE met different representatives and companies from the organizer's country. Between the reunions we can stress the following: Aselsan, Turkish Aerospace Industry TAI, Roketsan, YDS Yakupoglu, MKEK, Tisas Trabzon Gun Industry, Sarsilmaz and Otokar, among others. To those, we may add the ones held with conglomerates of different countries like Belgium, Switzerland, South Korea, Italy and Bulgaria. It is worth to mention the contact with the Defence Industry manufacturers Association SASAD, who through its General Secretary, Brigadier General (Ret) Yılmaz Küçükseyhan offered the reaches of his organization as a commercial bridge between the Turkish defence companies and Chile. Moreover during their visit, the Chilean delegation noticed the defence capabilities and technologies made by the Turkish industry, which may be adjusted perfectly for the Latin American necessities, by being FIDAE the main showcase for the display and further introduction of these products into the region.

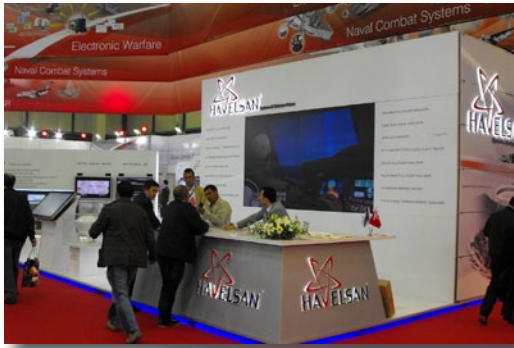


FIDAE 2012 CEO, Jean Pierre Desgroux with General Secretary of SASAD, Brigadier General (Ret.) Yılmaz Küçükseyhan.



FIDAE 2012 CEO, Jean Pierre Desgroux with Hanspeter Faeh, CEO Fair Management, FIDAE's Agent for Switzerland.





Under Secretary of Defence of Chile visited IDEF`11

During the 10th edition of IDEF, held in TUYAP fair venue, not only FIDAE 2012 represented Chile, but also a commission of the Under Secretariat of Defence attended. The delegation was headed by General Oscar Izurieta with Ambassador of Chile in Turkey Mr. Luis Palma and the Honorary Consul of Chile in Istanbul, Dr. S. Haluk Sanver.



Photo: Defence Attaché in Turkey Colonel Juan Eduardo Gonzalez, Under Secretary of Defence General Oscar Izurieta, and Ambassador of Chile in Turkey, Mr. Luis Palma visited the FIDAE 2012 representatives.

TLC Chile - Turkey came into force

The FTA (Free Trade Agreement) that was signed between Chile and Turkey on July 14th, 2009, and which entered into force on last March 1st, will allow that 98% of the commerce between both countries are tax free and the remaining products, will be released in a maximum term of six years. This agreement is a clear example that Chile has become in an excellent entrance gate to the Latin American market.

