



**Australian Government**  
**Department of Defence**  
Defence Materiel Organisation



## **TEAM AUSTRALIA DEFENCE INDUSTRY MISSION TO TURKEY AND MIDDLE EAST APRIL / MAY 2012**

The Defence Export Unit will be leading a mission for interested companies to Turkey, the Kingdom of Saudi Arabia (KSA) and Oman from 23 April to 8 May 2012.

Expressions of interest to participate in the mission are now being sought from relevant Australian defence companies, particularly companies providing surveillance, electronics, communications equipment, specialized engineering, systems integration, and training.

The Defence Export Unit is implementing an export campaign plan for the Middle East. This plan includes a regular Team Australia presence at several major industry expositions, and the conduct of regular, targeted trade missions to the region. The strategy is to build relationships with potential customers and demonstrate that Australian companies have integrity, are competitive, innovative, flexible and reliable.

Turkey has been included in the itinerary on this occasion following advice that there may currently be significant opportunities in for niche Australian defence companies in that region.

The timing of the mission will coincide with ANZAC Day Commemoration activities and will build on the heightened awareness of Australia at that time in Turkey. The Mission will then proceed to KSA and Oman. The mission will include briefings and meetings with government and industry representatives in those countries.

Defence will provide a senior two star officer to lead the mission, meet the costs of facilitating the program and Team Australia-hosted receptions and some surface transport. Companies will be required to meet their own travel and accommodation costs and individual passport and visas.

Companies seeking inclusion in the Mission can apply by completing the attached application form and returning it by the **closing date 24 February 2012**.

Enquiries and applications should be directed to [robert.barlin@defence.gov.au](mailto:robert.barlin@defence.gov.au) or telephone (02) 6144 2777. For more information on Team Australia see <http://www.defence.gov.au/dmo/teamaustralia/> January 2012