QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :402-ATHENS

008-TRANSPORT SYS,EQUIP,COMP,SERV.
GREECE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE		
	FOLLOW UP ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8 300 A/C TO OLYMPIC AVIATION.	10% CHANCE OF WINNING BID FOR $ 150 MILLION
	FOLLOW UP ON GOVERNMENTS INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID.	OBTAIN RFQ SUBMISSION OF OFFER $ 4 M.
	ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 A/C TO GREEK OFFICIALS AFTER FARNBOROUGH.	INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE $150 M.
	ARRANGE FOR NEW DEMONSTRATION OF THE CHALLENGER A/C TO GREEK OFFICIALS.	INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE $150 M.
ALL SUB-SECTORS		
	ASSIST LAVALIN (UTDC) & BOMBARDIER TO GET THEIR EQUIPMENT INCLUDED IN ONE OF THE PREQUALIFIED CONSORTIUMS.	TO GET AT LEAST ONE CANADIAN CO INTO A CONSORTIUM. TO GET SHARE OF $1.6 BILLION.
	GET A CANADIAN MANUFACTURER TO BID ON TENDER FOR 15 LOCOS WORTH $30 MILLION.	20% CHANCE OF $30 MILLION ORDER.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	F.U.ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8-300 TO O. AVIATION. F.U.ON GOVT'S INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID. ARRANGE FOR	NO DECISION TODATE. PROSPECTS ARE THAT TENDER WILL BE REPEATED AUG 88. INFO & BROCHURES FORWARDED TO COMPETENT GOVT.AUTHORITIES. AGENT AND POST ARE CLOSELY FOLLOWING UP. NO OPPORTUNITY FOR DEMOS OF CHALLENGER AND DASH-8-300 TO DATE.
QUARTER: 2	F.U. on eval. procedures to ensure that DHC is specif. for the supply of Dash-8-300 to Olym. Aviation. F.U. on govt's intent. to purchase VIP a/c to ensure that Canadair is incl. in shrtlist fr sub. of bid. Arr. for new demo Challenger a/c	Decision on small/medium/ a/c for O.A. still pending. New proposals submitted by DHC/Boeing September 16, 1988. No indication for purchase of VIP a/c by govt.
QUARTER: 3	F.U. on evalua'n procedures to ensure that DHC is specified for the supply of Dash-8-300 to Olympic aviation.F.U. on govt's intentions to purchase VIP a/c to ensure that Canadair is incl in shortlist for submission of bid.	F.U. on Min. of Agric. to establish propability of CL-215 purchase(s). O.A. decided to purchase ATR-42 a/c. No further development re VIP a/c.