

REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----