

POST :402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE RADARS.

GET CMC SPECIFIED BY HN ON PREFERRED RADAR &
GET INCLUDED IN VARIOUS PACKAGES. VALUE \$15 M.

ATTEMPT TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PATROL A/C.
VALUE \$40 M.

30% CHANCE OF WINNING CONTRACT AS CANADA HAS
2 OF THE 6 OFFERS.

FOLLOW UP & PROMOTE WESTINGHOUSE AND/OR FATHOM FOR SONARS, DAVIS
FOR IRSS SYSTEMS, INDAL FOR HELICOPTER SUPPORT SYSTEMS IN CONNEX-
TION WITH THE HELLENIC NAVY FRIGATE SHIPBUILDING PROGRAM. VALUE
\$3 M.

INCLUSION OF COS IN SHORTLIST FOR THE SUBMIS-
SION OF RESPECTIVE BIDS.

ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 ASW A/C.

PROVE TO HN THAT NEW PLANE CAN PERFORM JOB.
VALUE \$136 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE AND
TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PA-
TROL A/C. FOLLOW UP & PROMOTE WESTINGHOUSE &/OR
FATHOM FOR SONARS, INDAL FOR HELICOPTER SUPPORT
SYSTEMS. ARRANGE FOR DEMO OF THE DASH-8-300 ASW

CMC SPECIFIED BUT NO FINAL DECISION TODATE. NO
FINAL DECISION REGARDING NAVAL PATROL A/C. CANA-
DAIR BID DROPPED. WESTINGHOUSE, FATHOM, INDAL PAR-
TICIPATING IN NAVAL EQUIP MISSION (JUNE 88) HAVE
FOLLOWED UP ON THEIR UNSOLICITED PROPOSALS TO

QUARTER: 2 Attempt to have CMC spec. for new frigate & to
have DHC or Canadair spec. for Naval Patrol a/c.
Follow up & promote Westinghouse &/or Fathom for
sonars, Indal for helicopter supp. systems. Arr-
ange for demo of the Dash-8-300 ASW a/c

Final decision on radars by Hellenic Navy still
pending. Naval patrol a/c to be decided before
end'88. Fathom, Indal to partic. on Defendory 88
& f.u. on contacts to promote their equipment.
Demo Dash-8-300 postponed to 1989

QUARTER: 3 Attempt to have CMC specified for new frigate &
to have DHC or Canadair specified for Naval
Patrol a/c. Follow up & promote Westinghouse &/
or Fathom for sonars, Indal for helicop. support
systems. Arrange for demo/Dash-8-300 ASW a/c.

Final decision on radars by Hellenic Navy still
pending. Naval patrol a/c still pending. Fathom,
Indal participated in Defendory 88. Good contacts
made with local Naval Authorities & shipyards.
Demo Dash-8-300 postponed for 1989.

QUARTER: 4 Attempt to have CMC specified for new frigate
and to have DHC or Canadair specified for Naval
Patrol a/c. Follow up and promote Westinghouse
and/or Fathom for sonars, Indal for helicopter
support systems.

New frigate radars now to go to FMS (US): CMC
out CMC still candidate supplier of radars for
destroyer update program which is still pending.
Sonars will be purchased under FMS. Westinghouse
out but some opportunities for Fathom.