

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

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 CONNEC-
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 -----

QUARTER: 4 -----