

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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 SPECIFIED FOR NEW FRIGATE RADARS
GET RADAR COMPANY SPECIFIED BY HN AND INCLUDE IN VARIOUS

PACKAGES

ATTEMPT TO HAVE 2 CDN COS SPECIF.FOR NAVAL AIRCRAFT
GET ONE OF THE TWO CDN COS SPECIFIED FOR THE NAVAL AIRCRAFT

FOLLOW UP & PROMOTE SONARS AND VDS-INDAL FOR HELICOPTER SUPP
GET 2 OR 3 COMPANIES SPECIFIED ON NAVAL PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Have CMC specified for frigates DHC or CL-215
for ASW a/c. Promote Westinghouse, Fathom, Indal
for sonars and helicopter systems. Arrange
demos DASH ASW a/c and CVR-7.

Frigate radars to go FMS. CMC candiate for
destroyers. ASW a/c pending due to elections.
Sonars to go FMS. Heleicopter systems pending.
Post monitoring intentions for VIP a/c.
HAF rejected witnessing CRV-7

QUARTER: 2 Have CMC specified for frigates and DHC or CL-
215 for ASW aircraft. Promote Westinghouse,
Fathom and Indal for sonars and helicopter
systems. Arrange demos DASH 8 ASW aircraft and
CRV-7.

Frigate radars to go FMS.CMC still candidate for
destroyers.ASW aircraft pending due to elections
Sonars to go FMS. Helicopter systems pending.
Post monitoring intentions for VIP aircraft.HAF
rejected witnessing CRV-7 demo.Elections Nov5.

QUARTER: 3 Have CMC specified for frigates and DHC or CL-
215 for ASW a/c. Promote Westinghouse, Fathom
and Indal for sonars and helicopter systems.
Arrange demos DASH ASW a/c and CRV-7 firing.

Frigate radars will be bought through FMS. CMC
may have opportunity for destroyers. Sonars to
be bought through FMS. Helicopter hauldown syst-
ems pending ASW a/c tender frozen. Post trying
to arrange presentation CRV-7 rocket.

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----