

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CANADIAN INDUSTRY IN CONTACTING MILITARY AUTHORITIES IN GREECE AND IN PRESENTING THEIR CAPABILITY AND SYSTEMS. POST IS IN THE PROCESS OF FOLLOWING UP.

ASSIST SUITABLE CANADIAN FIRMS IN QUOTING AS A SUBCONTRACTOR FOR 2 FUEL PIPELINES OF THE HELLENIC AIRFORCE AND THE REPLACEMENT OF DIESEL PUMP ENGINES.

INITIATE CONTACTS BETWEEN THE PRINCIPAL GREEK DEFENCE INDUSTRIES AND CANADA FOR POSSIBLE COOPERATION IN THE FORM OF J.V. - POST IS FOLLOWING UP.

REVIEW MARKET POTENTIAL FOR OPPOTUNITIES BY MEETING REGULARLY WITH AGENTS/CLIENTS. PARTICIPATE IN HI-TECH CONFERENCE, OTTAWA.

INCREASED SUPPLIERS VISITS INVITATIONS TO
SUBMIT PROPOSALS/QUOTATIONS PURCHASE OF 3
MORE CL-215.

AWARD OF CONTRACT (S).

NEGOTIATIONS FOR LICENCING OR SUBCONTRACTING.

RFPS, SALES
NEW CONTACTS
IMPROVED ACCESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADAIR/DHC/WESTINGHOUSE IN CONTACTING MILITARY AUTHORITIES IN GREECE & IN PRESENTING THEIR CAPABILITY & SYSTEMS. POST IS IN THE PROCE-
SS OF FOLLOWING UP.

WESTINGHOUSE APPARENTLY IN GOOD POSITION (WE THI-
NK #1 POSITION BECAUSE OF PRICE) WITH HELLENIC
NAVY. DECISIONS ON ARMAMENTS & ELECTRONICS FOR
NEW FRIGATES WILL FOLLOW SELECTION OF HULL & IN-
TEGRATOR (PROBABLY OCTOBER/NOVEMBER).

QUARTER: 2 ASSIST CANADIAN COS. IN CONTACTING MILITARY
AUTHORITIES, QUOTING FOR TENDERS AND COOPERATING
WITH GREEK DEFENCE INDUSTRIES. REVIEW OPPORTUNI-
TIES BY MEETING WITH AGENTS-CLIENTS.

DECISIONS FOR MAJOR DEFENCE PURCHASES (CL-215
A/C, ASW A/C, SONARS) STILL PENDING. CONTACT OF
SCEPTER WITH PRINCIPAL GREEK DEFENCE COS. MAY
PROVE INTERESTING.

QUARTER: 3 ASSIST CDN COS. IN CONTACTING MILITARY AUTHORI-
TIES, QUOTING FOR TENDERS & COOPERATING WITH
GREEK DEFENCE INDUSTRIES. REVIEW OPPORTUNITIES
BY MEETING WITH AGENTS-CLIENTS.

DECISIONS FOR MAJOR DEFENCE PURCHASES (CL-215 A/C
ASW A/C, SONARS, RADARS) STILL PENDING. OFFERS
SUBMITTED FOR RADARS BY CMC-ASW A/C BY CANADAIR,
DHC/BOEING. BRISTOL PART. WITH US CO. IN PROPOSAL
FOR COMPOSITE PROPELLANT PLANT.

QUARTER: 4 -----