

REPORT 4
88/02/02

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

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

URBAN TRANSIT

ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS. OBTAIN TENDER
INFORMATION FROM AUTHORITIES.

- INCREASED VISITS
- ANNOUNCEMENT SYST. DECISIONS
- INFO. REPORTS

AEROSPACE

ASSIST DEHAVILLAND RE THEIR PROPOSAL FOR THE RENEWAL OF THE A/C
FLEET OF OLYMPIC AVIATION.

AWARD OF CONTRACT

PROVIDE ASSISTANCE TO CANADAIR RE THEIR PROPOSAL TO THE HELLENIC
AIRFORCE FOR CHALLENGER JET.

FIRM PROPOSAL - AWARD OF CONTRACT.

ASSIST DHC/BOEING IN APPOINTING AGENT AS REQUIRED.

AGREEMENT WITH AGENT.

INTRODUCE NEW CL-215-T TO MINISTRIES (CLIENTS), E.G., AGRICULTURE,
MERCHANT MARINE, HELLENIC NAVY, TRANSPORT - CL-215T.

RFP, VISITS FROM SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS AND
OBTAINING TENDER INFORMATION FROM AUTHORITIES
FOR NEW ATHENS METRO.

LEVALIN & BOMBARDIER DECIDED AGAINST BIDDING
FOR METRO TURNKEY PROJECT - OTTAWA.

QUARTER: 2 ASSIST DHC IN OBTAINING CONTRACT FOR OLYMPIC
AVIATION'S FLEET RENEWAL AND CANADAIR IN SUB-
MITTING PROPOSAL FOR CHALLENGER A/C. INTRODUCE
NEW CL-215 TO PROSPECTIVE CLIENTS.

DECISIONS ON ALL PROJECTS STILL PENDING. CL-215T
INTRODUCED TO MINISTRY OF AGRICULTURE AND
HELLENIC AIR FORCE.

QUARTER: 3 -----

QUARTER: 4 -----