

REPORT 4
88/10/21

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8 300 A/C TO OLYMPIC AVIATION.
FOLLOW UP ON GOVERNMENTS INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID.
ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 A/C TO GREEK OFFICIALS AFTER FARNBOROUGH.
ARRANGE FOR NEW DEMONSTRATION OF THE CHALLENGER A/C TO GREEK OFFICIALS.

10% CHANCE OF WINNING BID FOR \$ 150 MILLION
OBTAIN RFQ SUBMISSION OF OFFER \$ 4 M.
INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE \$150 M.
INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE \$150 M.

ALL SUB-SECTORS

ASSIST LAVALIN (UTDC) & BOMBARDIER TO GET THEIR EQUIPMENT INCLUDED IN ONE OF THE PREQUALIFIED CONSORTIUMS.
GET A CANADIAN MANUFACTURER TO BID ON TENDER FOR 15 LOCOS WORTH \$30 MILLION.

TO GET AT LEAST ONE CANADIAN CO INTO A CONSORTIUM. TO GET SHARE OF \$1.6 BILLION.
20% CHANCE OF \$30 MILLION ORDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 F. U. ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8-300 TO O. AVIATION. F. U. ON GOVT'S INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID. ARRANGE FOR

NO DECISION TODATE. PROSPECTS ARE THAT TENDER WILL BE REPEATED AUG 88. INFO & BROCHURES FORWARDED TO COMPETENT GOVT. AUTHORITIES. AGENT AND POST ARE CLOSELY FOLLOWING UP. NO OPPORTUNITY FOR DEMOS OF CHALLENGER AND DASH-8-300 TO DATE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----