

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

page 9

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.

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

QUARTER: 3 -----

QUARTER: 4 -----

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

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.