

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

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.

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

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

AWARD OF CONTRACT (S).

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

NEGOTIATIONS FOR LICENCING OR SUBCONTRACTING.

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

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 AND IN PRESENTING THEIR CAPABILITY AND SYSTEMS. POST IS IN THE PROCESS OF FOLLOWING UP.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----