

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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:

URBAN TRANSIT

ASSIST CDN SUB SUPPL TO GET THEIR EQPT INCL IN 1 OF THE PREQ
TO GET AT LEAST ONE CDN CO INTO A CONSORTIUM

GET A CDN MFGRS TO BID ON TENDER FOR 15 LOCOS WORTH \$30 MIL.
20% CHANCE OF \$30 MILLION ORDER

GET CDN CO TO BID ON TENDER FOR RAILS
10% CHANCE OF \$20 MILLION ORDER

AEROSPACE

FOLLOW ON EVALUATION PROCED TO ASSIST DHC TO BE SPECIFIED
5% CHANCE OF WINNING BID FOR \$150 MILLION

FOLLOW UP ON GOVT INTENTIONS TO PURCH VIP A/C TO ENSURE THAT
OBTAIN RFQ SUBMISSION OF OFFER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ensure DHC is specified for supply of a/c to OA.
and Canadair shortlist for VIP a/c. Arrange demo
2)Ensure Cdn equip in Athens Metro. Ensure Cdn
bid for 15 locos. Ensure Cdn bid for rails.
Assist Cdn cos pursuing RR repair shop.

QUARTER: 2 Ensure DHC is specified for supply of aircraft
to Olympic Airways. Ensure Canadair Challenger
is included in bidders shortlist for VIP air-
craft. Arrange new demo Challenger aircraft.

QUARTER: 3 Ensure DHC is specified for supply of a/c to OA
Ensure Canadair is included in bidders shortlist
for VIP a/c. Arrange new demo Challenger a/c.
Ensure Cdn participation in bid for 15 locos.

QUARTER: 4 -----

1). OA bought ATR42 a/c.
VIP a/c pending new govt. Post is monitoring.
2.)Athens Metro pending election. GM awarded ten
locos contract signature pending. No Cdn bid on
rails. Post in contact with OSE/RR repair shop.

Olympic Airways decided to buy ATR42 aircraft.
Decision re VIP aircraft pending and will depend
on new government. Post is monitoring to
establish favourable time for demo. Standstill
till after Nov5 elections.

OA ordered ATR 42 a/c. Decision re VIP a/c not
expected before Apr.90 elections. Post is monit-
oring to establish favourable time for demo.
GM awarded 10 locos, contract signature pending.