

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE RADARS.

GET CMC SPECIFIED BY HN ON PREFERRED RADAR &
GET INCLUDED IN VARIOUS PACKAGES. VALUE \$15 M.

ATTEMPT TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PATROL A/C.
VALUE \$40 M.

30% CHANCE OF WINNING CONTRACT AS CANADA HAS
2 OF THE 6 OFFERS.

FOLLOW UP & PROMOTE WESTINGHOUSE AND/OR FATHOM FOR SONARS, DAVIS
FOR IRSS SYSTEMS, INDAL FOR HELICOPTER SUPPORT SYSTEMS IN CONNEC-
TION WITH THE HELLENIC NAVY FRIGATE SHIPBUILDING PROGRAM. VALUE
\$3 M.

INCLUSION OF COS IN SHORTLIST FOR THE SUBMIS-
SION OF RESPECTIVE BIDS.

ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 ASW A/C.

PROVE TO HN THAT NEW PLANE CAN PERFORM JOB.
VALUE \$136 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE AND
TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PA-
TROL A/C. FOLLOW UP & PROMOTE WESTINGHOUSE &/OR
FATHOM FOR SONARS, INDAL FOR HELICOPTER SUPPORT
SYSTEMS. ARRANGE FOR DEMO OF THE DASH-8-300 ASW

CMC SPECIFIED BUT NO FINAL DECISION TODATE. NO
FINAL DECISION REGARDING NAVAL PATROL A/C. CANA-
DAIR BID DROPPED. WESTINGHOUSE, FATHOM, INDAL PAR-
TICIPATING IN NAVAL EQUIP MISSION (JUNE 88) HAVE
FOLLOWED UP ON THEIR UNSOLICITED PROPOSALS TO

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----