

REPT4D
90/06/26

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

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POST :402-ATHENS

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

ATTEMPT TO HAVE CMC SPECIFIED FOR NEW FRIGATE RADARS
GET RADAR COMPANY SPECIFIED BY HN AND INCLUDE IN VARIOUS

PACKAGES

ATTEMPT TO HAVE 2 CDN COS SPECIF. FOR NAVAL AIRCRAFT
GET ONE OF THE TWO CDN COS SPECIFIED FOR THE NAVAL AIRCRAFT

FOLLOW UP & PROMOTE SONARS AND VDS-INDAL FOR HELICOPTER SUPP
GET 2 OR 3 COMPANIES SPECIFIED ON NAVAL PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Have CMC specified for frigates DHC or CL-215
for ASW a/c. Promote Westinghouse, Fathom, Indal
for sonars and helicopter systems. Arrange
demos DASH ASW a/c and CVR-7.

Frigate radars to go FMS. CMC candidate for
destroyers. ASW a/c pending due to elections.
Sonars to go FMS. Helicopter systems pending.
Post monitoring intentions for VIP a/c.
HAF rejected witnessing CRV-7

QUARTER: 2 Have CMC specified for frigates and DHC or CL-
215 for ASW aircraft. Promote Westinghouse,
Fathom and Indal for sonars and helicopter
systems. Arrange demos DASH 8 ASW aircraft and
CRV-7.

Frigate radars to go FMS. CMC still candidate for
destroyers. ASW aircraft pending due to elections
Sonars to go FMS. Helicopter systems pending.
Post monitoring intentions for VIP aircraft. HAF
rejected witnessing CRV-7 demo. Elections Nov5.

QUARTER: 3 Have CMC specified for frigates and DHC or CL-
215 for ASW a/c. Promote Westinghouse, Fathom
and Indal for sonars and helicopter systems.
Arrange demos DASH ASW a/c and CRV-7 firing.

Frigate radars will be bought through FMS. CMC
may have opportunity for destroyers. Sonars to
be bought through FMS. Helicopter hauldown syst-
ems pending ASW a/c tender frozen. Post trying
to arrange presentation CRV-7 rocket.

QUARTER: 4 Have CMC specified for frigates and DHC or
CL-215 for ASW aircraft. Promote Westinghouse,
Fathom and Indal for sonars and helicopter
hauldown systems. Arrange demos DASH-8 ASW
aircraft and CRV-7.

Frigate radars will be bought through FMS. CMC
may have opportunity for destroyers. Sonars to
be bought through FMS. Helicopter haul down syst
ems pending. ASW a/c tender frozen. Post trying
to arrange presentation CRV-7 rocket.