

29/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

Mission: ATHENS

Market: GREECE

In support of Canadian exports in this sector/sub-sector the mission is currently engaged in activities which include:

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

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

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

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: ASSIST CDN CO WHO IS PURSUING MAJOR OVERHAUL RR REPAIR SHOP
Expected Results: GET CDN CO ON SHORT LIST