

REPT4D
89/12/12

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 DCM 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 CDM 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.

- 1). OA bought ATR42 a/c. VIP a/c pending new govt. Post is minotoring.
- 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.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----