

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 :602-CHICAGO

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ARMAMENTS & VEHICLES

PROD MKT OVERVIEW "DEFENCE PROC UPDATE" SUMMARY OF PROJ/EQPT
3 BUYING CONNECTIONS.

SUB-SECTOR:ELECTRICAL & ELECTRONIC

LIAISON CALLS ON MAJOR PURCHASERS
\$3 MILLION INCREMENTAL SALES

COMPLETE UPDATE ON "HOW TO SELL TO US MILITARY AUTH IN MIDWE
10 AGENCIES/BUYING CONNECTIONS.

SUB-SECTOR:OTHER DEFENSE PROD & SERV.

CALLS ON IDENTIFIED BUYERS WITHIN GOVT & PRIVATE SECTOR
\$ 500K IN INCREMENTAL SALES.

SUB-SECTOR:AEROSPACE

FOLLOW UP 1985 AIAC MISSION RESULTS
\$3 MILLION INCREMENTAL SALES.

FOLLOW UP 1988 NTS MISSION
\$2 MILLION INCREMENTAL SALES.

PARTICIPATE IN DEA/AVSCOM JOINT WORKING GROUP
\$10 MILLION IN DDSA OVER 5 YEARS.

UPDATE SUBCONTRACTING LIST
3 BUYING CONNECTIONS.

INCOMING AVSCOM MISSION MAY 1989
3 NEW BUYING CONNECTIONS.

OUTGOING MISSION TO AVSCOM NOVEMBER 1989
2 NEW BUYING CONNECTIONS.

OUTGOING MISSION TO AVSCOM FEBRUARY 1990
2 NEW BUYING CONNECTIONS.

QUARTER 1 - AVSCOM Mission to Hiroshi, I company extended.
-PRODM Int. presentation to AVSCOM re: cable
-working system.
-Diplomat presentation to AVSCOM re: technology.
-ing technology.
QUARTER 2 - Participate in Canada/AVSCOM working group.
-Report on price contractors in St. Louis.
-Update subcontracting list.
QUARTER 3 - Follow up 1985 AIAC Mission Results.
-Follow up 1988 NTS Mission to AVSCOM.
-Outgoing Mission to AVSCOM in November 1989.

QUARTER 4 - Incoming AVSCOM/PRODM mission to Canada.
-Product guide to military commanders.
-Follow up 1985 AIAC Mission to St. Louis.
-Manufacturers' representatives to Canada.
-Follow up November 1988 NTS Mission Results.
EXPANDED KNOWLEDGE OF CANADIAN POTENTIAL.

QUARTERLY RESULTS SUMMARY:

1. Order for 2000 units of...
2. Order for 1000 units of...
3. Order for 500 units of...
4. Order for 250 units of...
5. Order for 125 units of...
6. Order for 62.5 units of...
7. Order for 31.25 units of...
8. Order for 15.625 units of...
9. Order for 7.8125 units of...
10. Order for 3.90625 units of...
11. Order for 1.953125 units of...
12. Order for 0.9765625 units of...
13. Order for 0.48828125 units of...
14. Order for 0.244140625 units of...
15. Order for 0.1220703125 units of...
16. Order for 0.06103515625 units of...
17. Order for 0.030517578125 units of...
18. Order for 0.0152587890625 units of...
19. Order for 0.00762939453125 units of...
20. Order for 0.003814697265625 units of...

QUARTER 3 - Chicago Transit Auth. rail car bid (232 cars).
-St. Louis light rail project car bid (36 cars).
-U.S. Dept. of Energy to visit Winterthur, Ontario