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 : 619-ATLANTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

PREPARE DIRECTORY OF MARKETING REPRESENTATIVES.

ESTABLISH WORKING GROUP FOR JOINT DEVELOPMENT OF TRAINING AND SIMULATION PRODUCTS.

POST WILL ORGANIZE AND/OR PARTICIPATE IN SEVERAL PROMOTIONAL EVENTS DESIGNED TO INTRODUCE NEW COMPANIES TO THE MARKET.

ANTICIPATED RESULTS:

IMPROVED ACCESS TO DEFENCE PRIMES.

INCREASED PARTICIPATION IN ARMY & NAVY TRAIN-ING AND SIMULATION PROJECTS.

DEVELOP NEW SALES REPRENTATION AND DIRECT BU-YING CONTACTS FOR AT LEAST 10 COMPANIES. GENERATE NEW EXPORT SALES OF AT LEAST \$2 MIL-LION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED: