

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 :303-NAIROBI

004-DEFENCE PROGRAMS,PRODUCTS,SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.	ORDER WORTH \$0.5 MILLION
PROMOTION OF SALE OF DASH 8-M AIRCRAFT TO DOD TO REPLACE RECENTLY DESTROYED BUFFALO.	POSSIBLE SALE OF 2 AIRCRAFT WORTH UP TO \$24 MILLION.
ANALYSE COMPETITION, INVESTIGATE DOD PROCUREMENT PLANS ESPECIALLY COMM,EQUIP,OBTAIN TOR FOR TENDERS, REPORT TO DRIE,DEA,DND ETC.	INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT OF DEFENSE.	CONTINUED TO LEND SUPPORT TO BOEING/DHC SALES TEAM WITH DEFENSE OFFICIALS IN FINALISING SALES CONTRACT FOR 3 AIRCRAFT.
QUARTER: 2 Assist Boeing/DeHavilland Cda in negotiations of contract with MOD for sale of 3 Dash 8 aircraft.	Considerable assistance to DHC by liaison between MOD, also EDC. Contract seems likely.
QUARTER: 3 Assist Boeing/De Havilland Cda in negotiations of contract with MOD for sale of 3 DASH-8 aircraft.	De Havilland signature of sales contract for 3 DASH-8 aircraft. EDC financing offer under review by GOK.
QUARTER: 4 -----	