

REPT4D
90/06/26

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

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POST :303-NAIROBI

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

BOEING/DE HAVILLAND CDA NEGOT W/MOD COULD RUN INTO 1989/90
CONTRACT FOR SUPPLY OF 3 DASH.8 VALUED AT APPROX. US\$ 40

MILLION.

ASSIST SALES PROMOTION BY CDN COS OF REPLAC PARTS & ASSEMBL
CONTRACTS TOTTALLING C\$ 4 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assistance to boeing de/De Havilland Cda in fin-
alising contract with defence for sale of 3 Dash
8 aircraft.

Contract has now been signed by all parties.

QUARTER: 2 Assistance to Boeing DeHavilland CDA in finali-
sing contract with defence for sale of 3 DASH8
aircraft.

Contract has been signed.GOK now finalising
loan preconditions to enable first payment to
be made to supplier. Dehavilland reps due to
visit Mrobi in October to facilitate process.

QUARTER: 3 -----

QUARTER: 4 Assist Boeing/de Havilland in concluding
arrangements for aircraft deliveries and in
interface with Kenyan Treasury.

First of three aircraft delivered to DOD. Boeing
/de Havilland Dash 8 service/training rep arri-
ved & was installed at DOD. Assisted EDC in
Flood up with Treasury on overdue payment on
previous Buffalo transaction.