

REPT4D
90/01/23

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

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.

OTHER DEFENSE PROD & SERV.

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

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.