

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 : 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 -----

QUARTER: 3 -----

QUARTER: 4 -----

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