

REPT4D
89/12/12

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 :637-SAO PAULO

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO HITECH 88

IDENTIFY NEW OPPORTUNITIES: POTENTIAL APPROX. \$ 20 MM

ASSIST GROUP IN BID ON GRUMMAN CONVERSION

POTENTIAL SALE OF KITS \$ 50MM

PREPARE & DISTRIBUTE UPDATE ON NAVY PROGRAMS

REVISE DEFENSE SECTOR REPORT & PREPARE STRATEGY
IDENTIFY OPPORTUNITIES, RECOMMEND PLAN OF ACTION FOR

FOLLOWING YEARS.

RESUME CONTACTS W/NAVY & CTA PARTICULARLY, ABANDONED SINCE
IMPROVE NETWORKING IN DEFENCE IND. AND CHANCES FOR

INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----