

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

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

- FOLLOWING YEARS.
- INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

- QUARTER: 3 .Follow up on contacts made in Informatica 89.
- .Participation in Satellite 89 conf.
- .Assist Northern/Novatel on cellular phone proj.
- .Assist Spar satellite bid.

QUARTER: 4 -----

- .03 Cdn cos final discuss for agmts with Br cos.
- .SPAR participated with support from Congen.
- .Cellular tel. proj.adjudicated to Nortel/Nova.
- .Continued monitoring on satellite project.