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 :303-NAIROBI

004-DEFENCE PROGRAMS,PRODUCTS,SERV
KENYA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
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 TOTALLING C$ 4 MILLION.	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Assistance to boeing de/De Havilland Cda in finalising 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 finalising 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 Nrobi in October to facilitate process.
QUARTER: 3	-----	
QUARTER: 4	-----	