

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 :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

HITEC FOLLOW UP CONTINUES  
INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF

OPPORTUNITIES.

ATTEND HITEC 89 - SCHEDULED FOR MAY 89  
MORE COMPANIES PURSUING PROSPECTS IN GULF

UPDATE DEFENCE/SECURITY REPORT  
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attend Hitec 89  
Identify specific opportunities and report in  
timely manner  
Follow up on selected projects

Post attended Hitec/ARMX which was useful exerci  
se to follow-up with key Cdn contacts & encoura-  
ge new cos to pursue opportunities in Gulf.  
MDA Radar opportunities. - F-18 flight simulator  
for Kuwait Air Force was focus of our activities

QUARTER: 2 Defence report.

Finalized September 30, 1989.

QUARTER: 3 -----

QUARTER: 4 -----