

REPORT 4
89/10/10

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 :604-DALLAS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p>A COMPREHENSIVE SURVEY OF THE DEFENCE INDUSTRY, AEROSPACE AND ELECTRONICS, IN KANSAS, OKLAHOMA AND TEXAS.</p> <p>2 OUTGOING MISSIONS TO POST TERRITORY AND 1 INCOMING BUYER MISSION.</p>	<p>ANTICIPATED RESULTS:</p> <p>INVENTORY OF SECTOR CONTACTS IN 3 STATES. OVERVIEW OF DEFENCE INDUSTRY IN 3 STATES.</p> <p>INCREASED THE NO. OF CN FIRMS BIDDING & ELIGIBLE TO BID AT U.S. LOGISTICS BASES IN REGION & TO PRIME & SUB-PRIME CONTRACTORS. INITIATE NEW SALES BOTH IN QTY & RANGE & INCREASE OVE/</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 TWO OUTGOING MISSIONS TO TERRITORY AND 1 INCOMING BUYERS MISSION TO BE ARRANGED.</p> <p>QUARTER: 2 Two outgoing missions to territory and one incoming buyers mission to be arranged</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 1.Organize two outgoing missions to post territory and one incoming buyers mission. 2.Survey of the defence, aerospace and electronics industry in Kansas, Oklahoma and Texas</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>SUCCESSFULLY COMPLETED DEFENCE/AEROSPACE REPAIR AND OVERHAUL MISSION TO KANSAS AND OKLAHOMA. 10 SIGNIFICANT SUBCONTRACT LEADS AND \$500,000 SUB-CONTRACTED SALES OVER THE NEXT YEAR.</p> <p>Preliminary participant lists and tentative dates have been established</p> <p>1.Completed two outgoing missions. The Precision Machining Mission, Wichita/Dallas Nov 27-30/88 generated \$2 million in RFQ's. 2.Survey completed. Entered over 800 companies into electronic database for sourcing.</p>
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