

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 :303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.

ORDER WORTH \$0.5 MILLION

PROMOTION OF SALE OF DASH 8-M AIRCRAFT TO DOD TO REPLACE RECENTLY DESTROYED BUFFALO.

POSSIBLE SALE OF 2 AIRCRAFT WORTH UP TO \$24 MILLION.

ANALYSE COMPETITION, INVESTIGATE DOD PROCUREMENT PLANS ESPECIALLY COMM, EQUIP, OBTAIN TOR FOR TENDERS, REPORT TO DRIE, DEA, DND ETC.

INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT OF DEFENSE.

CONTINUED TO LEND SUPPORT TO BOEING/DHC SALES TEAM WITH DEFENSE OFFICIALS IN FINALISING SALES CONTRACT FOR 3 AIRCRAFT.

QUARTER: 2 Assist Boeing/DeHavilland Cda in negotiations of contract with MOD for sale of 3 Dash 8 aircraft.

Considerable assistance to DHC by liaison between MOD, also EDC. Contract seems likely.

QUARTER: 3 Assist Boeing/De Havilland Cda in negotiations of contract with MOD for sale of 3 DASH-8 aircraft.

De Havilland signature of sales contract for 3 DASH-8 aircraft. EDC financing offer under review by GOK.

QUARTER: 4 Continued assistance to Boeing/de Havilland Canada in negotiations of contract with department of defence for sale of 3 dash-8 air craft.

Substantial assistance to De Havilland regarding sale of 3 dash - 8 aircraft to department of Defence. Expect to formalize commercial and financing agreements imminently.