

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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

AMMUNITION SALE TO DOD

PARACHUTES - REMAIN AU COURANT WITH DOD REQUIREMENTS.

AWAITING ANNOUNCEMENT OF TENDER.

ADVISE CDN MANUFACTURER WHEN REQUIREMENT
ARISES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CCC WITH ITS CONTRACT WITH 82AF
FILM EVENT HELD FOR 82AF WITH DEHAVILLAND

\$341,000 OF SPARES SOLD TO 82AF JAN TO MAR/87.
PROCESS FOR PAYMENTS ACCELERATED. INTEREST SHOWN
IN PURCHASE OF TWIN OTTERS - MILITARY CONFIGURA-
TION. PARACHUTES OBTAINED FROM U. S. UNDER FMS. AM-
MUNITION CONTRACT AWARDED TO SINGAPORE INDUSTRIE

QUARTER: 2 MEET WITH DEFENSE OFFICIALS TO INTEREST THEM IN
DASH 8M TO REPLACE BUFFALOE AIRCRAFT THAT
CRASHED.

DISCUSSIONS TOOK PLACE TO PRESENT DETAILS ON
DASH 8M, DOD ARE VERY INTERESTED AND HAVE
REQUESTED DEHAVILLAND REP. VISIT FOR DETAILED
DISCUSSIONS.

QUARTER: 3 PROMOTE SALE OF DASH-8 AIRCRAFT TO DEPARTMENT OF
DEFENCE.

REGULAR FOLLOW-UP WITH DEFENCE OFFICIALS & SUP-
PORT TO DEHAVILLAND SALES TEAM&EDC FINANCE TEAM
DURING MEETINGS WITH DEFENCE OFFI. WHO ARE KEEN-
LY INTERESTED IN PURCHASING BUT AWAIT DHC STUDY
ON DASH-8 OPER. ON KENYA RUNWAYS, & DEMO IN KENYA

QUARTER: 4 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT. OF
DEFENCE.

SUPPORT OF DEHAVILLAND SALES TEAM WITH DEFENCE
OFFICIALS DURING VISITS AND DEMO OF AIRCRAFT.
ANTICIPATE SALE OF 3 AIRCRAFT NEXT QUARTER.