REPT4D
89/12/12

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 :637-SAO PAULO

004-DEFENCE PROGRAMS,PRODUCTS,SERV
BRAZIL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	FOLLOW UP TO HITECH 88 IDENTIFY NEW OPPORTUNITIES: POTENTIAL APPROX. $ 20 MM	
	ASSIST GROUP IN BID ON GRUMMAN CONVERSION POTENTIAL SALE OF KITS $ 50MM	
	PREPARE & DISTRIBUTE UPDATE ON NAVY PROGRAMS	
	REVISE DEFENSE SECTOR REPORT & PREPARE STRATEGY IDENTIFY OPPORTUNITIES, RECOMMEND PLAN OF ACTION FOR	FOLLOWING YEARS.
	RESUME CONTACTS W/NAVY & CTA PARTICULARLY, ABANDONED SINCE IMPROVE NETWORKING IN DEFENCE IND. AND CHANCES FOR	INCREASED SALES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		