

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 :303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KENYA

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

AEROSPACE

BOEING/DE HAVILLAND CDA NEGOT W/MOD COULD RUN INTO 1989/90  
CONTRACT FOR SUPPLY OF 3 DASH.8 VALUED AT APPROX. US\$ 40

MILLION.

ASSIST SALES PROMOTION BY CDN COS OF REPLAC PARTS & ASSEMBL  
CONTRACTS TOTALLING C\$ 4 MILLION.

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TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assistance to boeing de/De Havilland Cda in fin-  
alising contract with defence for sale of 3 Dash  
8 aircraft.

Contract has now been signed by all parties.

QUARTER: 2 Assistance to Boeing DeHavilland CDA in finali-  
sing contract with defence for sale of 3 DASH8  
aircraft.

Contract has been signed.GOK now finalising  
loan preconditions to enable first payment to  
be made to supplier. Dehavilland reps due to  
visit Nrobi in October to facilitate process.

QUARTER: 3 -----

QUARTER: 4 -----