

REPT4D
90/04/05

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 .Follow up on contacts made in Informatica 89.
.Participation in Satellite 89 conf.
.Assist Northern/Novatel on cellular phone proj.
.Assist Spar satellite bid.

.03 Cdn cos final discuss for agmts with Br cos.
.SPAR participated with support from Congen.
.Cellular tel. proj.adjudicated to Nortel/Nova.
.Continued monitoring on satellite project.

QUARTER: 4 -----