

REPT40  
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 :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.

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TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

*Faint background text: ... Development ... quarterly activity report ...*