

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 303-NAIROBI

KENYA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ASSIST CCC WITH ITS CONTRACT WITH 82AF
FILM EVENT HELD FOR 82AF WITH DEHAVILLAND

005-COMM. & INFORM. EQP. & SERV
SUPPORT CANADIAN MARCONI & SR TELECOM IN SALES
OF TELEX & RURAL TELECOMS EQUIP. RESPECTIVELY TO
K. P. & T. C.
CONSULTANCY RE W. B. TELECOM III

017-SERVICE INDUSTRIES
SUPPORT FOR LEA & ASSOCS & DELCANDA IN WB HIGH-
WAY VI PROJ. GRAVEL RD COMPONENT 1 & 2 RESPECTI-
VELY & PAT GROUP & STANLEY ASSOCIATES IN EQUIP-
MENT MAINTENANCE COMPONENT.

-\$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 FM U.S. UNDER FMS. AMMU-
NITION CONTRACT AWARDED TO SINGAPORE INDUSTRIES.

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR
AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS
COMPETITIVE). BCI NUMBER 3 ON PRICE. CONTRACT
NOT YET AWARDED.

BRIEFING SESSIONS WITH LEA & ASSOC. STANLEY &
DELCANDA & ENQUIRIES, LETTERS OF SUPPORT & VISITS
TO PROJ. COORDINATOR IN DAR ES SALAAM.