

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 604-DALLAS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

A COMPREHENSIVE SURVEY OF THE DEFENCE INDUSTRY, AEROSPACE AND ELECTRONICS, IN KANSAS, OKLAHOMA AND TEXAS.

2 OUTGOING MISSIONS TO POST TERRITORY AND 1 INCOMING BUYER MISSION.

ANTICIPATED RESULTS:

INVENTORY OF SECTOR CONTACTS IN 3 STATES. OVERVIEW OF DEFENCE INDUSTRY IN 3 STATES.

INCREASED THE NO. OF CN FIRMS BIDDING & ELIGIBLE TO BID AT U. S. LOGISTICS BASES IN REGION & TO PRIME & SUB-PRIME CONTRACTORS. INITIATE NEW SALES BOTH IN QTY & RANGE & INCREASE OVE/

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TWO OUTGOING MISSIONS TO TERRITORY AND 1 INCOMING BUYERS MISSION TO BE ARRANGED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SUCCESSFULLY COMPLETED DEFENCE/AEROSPACE REPAIR AND OVERHAUL MISSION TO KANSAS AND OKLAHOMA. 10 SIGNIFICANT SUBCONTRACT LEADS AND \$500,000 SUB-CONTRACTED SALES OVER THE NEXT YEAR.

AGENCY REPRESENTATIVE AGREEMENTS WERE CONCLUDED AS A DIRECT RESULT.

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNITED STATES OF AMERICA

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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM