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 :653-HAVANA

005-ADVANCED TECH. PROD. & SERV
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOM,DATACOM,SAT,SPACECOM	
Mitel's expanding activities require constant monitoring and follow-up	$2 million sales expected
Monitor plans to rehabilitate telephone network in City of Havana	$5 million sales in 3 years
Monitor plans to establish satellite communications centre	$3-4 million sales in 3 years

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 Assisted Mitel Corp to increase their market in Cuba. Maintained periodic contacts with Mitel local representative to discuss progress made in sales to Cuban market.	Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN $315.000.00
QUARTER: 2 Supported Mitel's continued sales efforts to Cuba.	Mitel sold approximately $ Cdn 11,500 Dlrs.
Pursued Cuban requirements for 80,000 telephone lines to upgrade telephone system in Havana.	Delegation from Min of Communications visited Cda mid Sept/89 to negotiate contracts of approx $ Cdn 200,000 worth of telephone lines/eqpt.
QUARTER: 3 1.Maintained presence of Mitel in market by assisting them in dealings with local buyers. 2.Monitored market requirements for telephone systems to upgrade Havana Central Exchange.	1.Mitel sold $150,000 worth of PBX's to various Cuban clients in tourism sector and embassies. 2.Identified 200,000 lines requirement by Min.of Communication for telephone tandem eqpt. Two Cdn companies are currently preparing bids.
QUARTER: 4 -----	