

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

POST : 409-BERNE

005-COMM. & INFORM. EQP. & SERV  
SWITZERLAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 INCREASE VISIBILITY OF CDN TELECOMMUNICATIONS  
CAPABILITY IN SWITZERLAND. PROVIDED DATA TO  
SWISS PTT ON MRDS.

QUARTER: 4 PREPARATION OF STUDY ON COMPUTER MARKET IN  
SWITZERLAND.

QUARTERLY RESULTS REPORTED:

ARTICLE PUBLISHED IN SPECIALIZED SWISS MAGAZINE  
READ BY MAJORITY OF ENGINEERS ON CDN CAPABI-  
LITIES; SWISS PTT (TV NETWORK) MET WITH CDN COM-  
PANY INVOLVED IN MANITOBA PROJECT.

SUCCESSFULLY PREPARED DETAILED STUDY OF SALE AND  
USE OF COMPUTERS IN SWITZERLAND. FEEDBACK FROM  
CANADIAN INDUSTRY INDICATES REPORT WILL BE USE-  
FUL MARKET SEGMENTATION TOOL.