

REPORT 4
89/10/10

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 :633-SANTIAGO

005-ADVANCED TECH. PROD. & SERV
CHILE

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p>???????</p> <p>MONITOR PRIVATIZATION PROCESS OF CTC (COMPANIA DE TELEFONOS DE CHILE) WHICH SHOULD RESULT IN EXPANSION OF MARKET FOR EQUIPMENT.</p> <p>PROVIDE SUPPORT TO CDN CONSULTANTS AND SUPPLIERS ON RURAL TELEPHONY PROJECT IN SOUTH OF CHILE. SPILL OVER EFFECT COULD BE IMPORTANT.</p> <p>OBTAIN FINANCING TO PREPARE STUDY ON RURAL TELEPHONY FOR OTHER REGIONS OF CHILE.</p> <p>LOBBY TELEX-CHILE TO CONVINCE THEM OF CANADIAN SUPERIORITY IN SATELLITE EARTH STATION TECHNOLOGY. MONITOR THEIR EFFORTS TO OBTAIN PERMIT TO OPERATE STN FM MIN OF DEFENCE AND ENTEL.</p>	<p>ANTICIPATED RESULTS:</p> <p>OBTAIN 20% OF NEW EQUIPMENT SALES IN NEXT 3-5 YEARS.</p> <p>SALES OF 2M OF EQUIPMENT IN 88 AND 5M IN 89.</p> <p>MAJOR SALES OF EQUIPMENT THAT COULD REACH 15-20M IN 3 YEARS.</p> <p>SALE OF SATELLITE EARTH STATION BY THIRD QUARTER OF 1989.</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN THE APCOMIN 88. A SOFTWARE FOR MINING SEMINAR AND EXHIBITION</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 Despite fact that local phone company was bought by Australia Bond Group, Help Canadian companies such as Novatel to sell equipment & services in specialized areas.</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>WE SELECTED & INVITED CDN SOFTWARE COS & ARRANGED TO HAVE EACH ONE OF THEM MAKE A PERSONAL PRESENTATION AT SEMINAR. RESULT:2 OF THE COS WILL SELL SOFTWARE TO CHILEAN MINING COS,ONE OF THEM HAD TRIED TO SELL FOR A LONG TIME.</p> <p>Novatel and their local representative, CIDCOM, signed an agreement to introduce cellular telephone to Chile. Exports of more than 4 millions expected over the year.</p>
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