

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 :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY WITH
TERRITORY INDUSTRIAL DEVELOPMENT CORPS.

NEW INVESTMENT AND EQUIPMENT SUPPLY.

CONTINUE TO REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATION
EQUIPMENT AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

ADDITIONAL SALES.

FACILITATE ADDITIONAL EXPORT FINANCING FOR CANADIAN TELECOMMUNIC-
ATION AND INFORMATICS EQUIPMENT AND SERVICES.

ADDITIONAL SALES, PARTICULARLY BARBADOS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITATION TO TEMIC, MONTREAL TO BARBADOS
EXTERNAL TELECOMMUNICATIONS (BET).
REINFORCE CANADIAN CAPABILITY IN TELECOMMUNICA-
TIONS EQUIPMENT AND SERVICES WITH BARBADOS
TELEPHONE CO.

GENERAL MANAGER BET ATTENDED TEMIC SEMINAR.
POSITIVE REACTION AND REINFORCEMENT CANADIAN
TECHNOLOGY.
CABLE SALES REPORTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Negotiations between EDC and Bdos tel. Co. for
financing.

Expected line of credit Cdn \$20.0M for broad
range of equipment.
Additional cable sales to Bdos. Tel. Co.