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 : 503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.	POST EXPECTS TO DEVELOP & MAINTAIN HIGH PROFILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.
CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.	SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.
COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.	INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.
PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.	IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY=STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNEA, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER; -SRT RADION TELECOM TECHNOLOGY DEMONSTRATION.	-SPAR AEROSPACE GAVE TECH. BRIEFING & WILL BID ON TENNDER NT TO BID ON METRO MANILA EXPANSION; -PARTICIPATED IN PHIL-TELECOM WEEK CONFERENCE; -NOVATEL GAVE TECH. BRIEFING & WILL BID ON 500 UNITS; -MOTC IN PROGRESS OF SELECTING EXEC. AGENC
QUARTER: 2 SUPPORT SPAR BID FOR SAT-EARTH STN & NOVATEL BID FOR CELLULAR PHONE & NT PART'N IN PLDT X-5 EXPANSION PROG. -SUPPORT WESCOM CPPF FOR TELECOM TRAINING STUDY. -SRT RURAL RADIO TELECOM TECH. DEMO PROJ. -SUPPORT MOTOROLA OFFER OF RADIO COMM.	SPAR LOST OUT TO NEC. NOVATEL BID STILL UNDER CONSIDERA'N, NT INVITED TO BID ON PLDT (X-5) PROG. -WESCOM VISITED POST IN SEPT. TO DISCUSS -PROJ APPROVED BY CIDA BILATERAL IN SEPT. -CIDA BILATERAL CONSIDERING BOTH UNDER TELECOM PORTION
QUARTER: 3 -----	
QUARTER: 4 -----	