

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 :658-BRIDGETOWN

SECTOR :005-ADVANCED TECH. PROD. & SERV
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FACILITATE NEW EXP FIN. FOR CDN TELECOM & INFOR, EQUIP & SER
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Negotiations between EDC and Barbados Telephone
Company for financing

Line of credit confirmed for Cdn \$15.6 million
for telecommunications equipment, shipment
underway

QUARTER: 2 Negotiations between EDC and Barbados Telephone
Company for financing (US \$13M, digital
switching equipment etc.)

Technical/legal matters resolved. Agreement to
be finalized shortly. A/C purchases will be
retroactive and rolled back into line of credit

QUARTER: 3 Negotiations between EDC and Barbados Telephone
Co. for financing (US \$13 million digital
switching equipment, etc)

Agreement expected to be signed by Feb

QUARTER: 4 Negotiations between EDC and Barbados Telephone
Company for financing (US \$13 million) for
equipment

- Agreement signed
- facilitating regional attendance at TEMIC
- MITEL office established in Barbados