

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.

CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.

COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.

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.

POST EXPECTS TO DEVELOP & MAINTAIN HIGH PROFILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.

SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.

INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.

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 ANTENNAE, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER. SRT RADIO TELECOM TECHNOLOGY DEMONSTRATION.

SPAR AEROSPACE GAVE TECH'L BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPNSN. PART. IN PHIL-TELECOM WEEK CONF. NOVATEL GAVE TECH'L BRIEFING AND WILL BID ON 500 UNITS. MOTC STILL IN PROGRESS OF SELECTING EXEC. AGENCY

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----