REPORT 4 88/02/02

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

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POST: 658-BRIDGETOWN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS(BASED IN ANTIGUA) TO VISIT CANADA.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

ANTICIPATED RESULTS:

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY TELEPHONE COMPANIES OPERATED BY CABLE AND WIRELESS.

NEW INVESTMENT AND EQUIPMENT SUPPLY.

INCREASE FAMILIARITY WITH CANADIAN TELECOM FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-

CTOR IN BDOS.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA; REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.

PROMOTE INTEREST BY CON FIRMS IN DATA ENTRY

SECTOR IN BDOS.

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARRANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA. NO FURTHER ACTION.

INVITATION DECLINED, WILL REASSESS; INITIAL SALE GENERATED WITH BARBADOS TELEPHONE FOR CABLE DURING QUARTER.
NO FURTHER ACTION TO DATE.