

REPORT 4
88/03/21

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

Page 3

POST : 619-ATLANTA

005-COMM. & INFORM. EQP. & SERV
UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 IMPLEMENT CDN PARTICIPATION IN COMDEX SPRING '87.

QUARTER: 2 A. ORGANIZE PARTICIPATION IN SATELLITE TELEVISION
TECHNOLOGY INTERNATIONAL.
B. ORGANIZE PARTICIPATION IN LAND MOBILE EXPO.

QUARTER: 3 A. ESTABLISH PROGRAM OF REGULAR VISITS TO MAJOR
END USERS. B. PARTICIPATE IN CARIBECOM 87 SAN
JUAN.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ON-SITE SALES \$143,000, 12 MONTHS PROJECTED
SALES \$51.7 MILLION.

A. ANTICIPATED 12 MO. SALES FOR STTI ARE \$1.05
MILLION.
B. 170 SERIOUS ENQUIRIES AND \$850,000 ANTICIPATED
12 MO. SALES.

A. SIX VISITS TO MAJOR COMPANIES IN SECTOR.
B. ON-SITE SALES OF \$24,000; PROJECTED 12-MONTH
SALES OF \$260,000.