

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 635-BRASILIA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA-FINANCED PROGRAM FOR INSTALLATION OF SARSAT  
GROUND STATION (LUT).

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS  
AND LOCATOR BEACONS OF \$10,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN  
COOPERATION WITH BRAZILIAN INDUSTRY

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &  
SIGNIFICANT SALES IN BRAZIL AND THIRD MARKETS  
OF \$20,000,000.

SEND SENIOR PLANNING OFFICIALS FROM MINISTRY OF COMMUNICATIONS AND  
TELEBRAS TO CANADA.

INCREASED AWARENESS OF CANADIAN EXPERIENCE  
IN ADVANCED TELECOM TECHNOLOGY OF \$5,000,000.

TELEBRAS OFFICIAL TO PARTICIPATE IN DOC ISDN TRIALS.

FUTURE SALES OF ISDN CHIPS AND CONSULTING  
SERVICES OF \$5,000,000.

VISITS TO STATE METEOROLOGY AGENCIES TO MARKET CDN REMOTE SENSING  
EQUIPMENT AND SERVICES.

INCREASED SALES OF GREGORY GEOSCIENCE  
MACDONALD DETWILER & OTHER EQUIPMENT OF  
\$10,000,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TELECOM PLANNING OFFICIALS TO CANADA.  
INVITE TELEBRAS PRESIDENT ALMIR DIAS TO CANADA.  
ORCHESTRATE LARGE CANADIAN PRESENCE AT AMERICAS  
TELECOM 88.

BOTH PLANNING OFFICIALS MISSION TO CDA & DIAS  
VISIT WELL EXECUTED. EXCELLENT FEEDBACK IN BOTH  
CASES. MINISTERIAL MISSION TO AMERICAS TELECOM  
88 PROVIDED DESIRED PROFILE FOR CDN PARTICIPA-  
TION IN TELECOM SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----