

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 544-MEXICO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING  
CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.

INCREASED CANADIAN PRESENCE IN THIS MARKET.

COMPUTERS, SOFTWARE & SYSTEMS

TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS  
SUBSECTOR AMONG LOCAL RELATED COMPANIES

INCREASE AWARENESS OF CANADIAN CAPABILITY

TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF  
MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.

DEVELOP A CLOSER RELATIONSHIP WITH  
MANUFACTURERS AND DETECT OPPORTUNITIES FOR  
CANADIAN INDUSTRY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN  
MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFF-  
ORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.

ASSISTED IN PROMOTION OF X.25 DATA COMMUNICATI-  
ONS EQPT (MINISTRY HAS PLACED ORDER) & ARRANGED  
AGENCIES FOR MICROTEL & NORSAT FOR SATELLITE TE-  
LECOMS EQPT. SNC HAS BASIC GOM ACCEPTANCE AND  
CONTRACT IS LIKELY.

QUARTER: 2 CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM  
MANAGEMENT PROJECT.

DURING RECENT SNC/EDC VISIT TO MEXICO CITY,  
NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE  
FINANCING CONTRACT WITH EDC AND SCT (MINISTRY)  
WAS INSTRUCTED TO NEGOTIATE COMMERCIAL CONTRACT  
WITH SNC.

QUARTER: 3 INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM  
MANAGEMENT PROJECT.

NEGOTIATIONS WERE VIRTUALLY COMPLETED DURING RE-  
PORTING PERIOD. CONTRACT SHOULD BE SIGNED NEXT  
QUARTER.

QUARTER: 4 -----