

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :643-CARACAS

SECTOR :005-ADVANCED TECH. PROD. & SERV
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

FINDING ADDITIONAL QUALIFIED AGENTS TO REPRESENT CDN COS.
INCREASED NUMBER OF CDN COMPANIES REPRESENTED LOCALLY

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONTACT VENEZ INFORMATICS COS TO PROMOTE POSSIBLE JOINT VENT
OFFSET FUTURE IMPORT RESTRICTIONS IN FIELD OF INFORMATICS -

ASSURE CDN EXPANSION IN LOCAL MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Comexpo with 12 Canadian compa-
nies with individual Canadian stand. Participa-
tion at Hitec 89 in Ottawa meeting 65 Canadian
firms.

Several major export orders signed and agents
appointed. Increased knowledge and interest in
market by Canadian exporters.

QUARTER: 2 MAJOR EVENT THIS QUARTER WAS INFORVEN WHICH
FEATURED LITERATURE AND PRODUCTS FROM 15 CDN
COMPANIES AS WELL AS ONE CDN COMPANY (NEWBRIDGE)
WITH ITS OWN STAND ADJACENT TO THE INFO BOOTH.

WHILE IT IS TOO EARLY TO REPORT SALES OR REP
APPOINTMENTS A NUMBER OF POTENTIAL REPS WERE
FOUND AS WELL AS A LARGE NUMBER OF BUYER LEADS.

QUARTER: 3 -----

QUARTER: 4 -----