

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 : 633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

SUPPORT CANADIAN CO AND ITS LOCAL REPRESENTATIVE IN THEIR EFFORTS TO OBTAIN CONTRACT FROM CHILE AUTHORITIES

OBTAIN TOTALITY OF CONTRACT INCLUDING TRAINING

TELECOMMUNICATIONS (INC SPACE)

MONITOR CLOSELY PRIVATIZATION PROCESS FOR CIA. DE TELEFONOS DE CHILE (95% OF TERRITORY) AND REPORT REGULARLY TO COS AND HQ.

ENSURE THAT CDN SUPPLIERS ARE INVITED TO BID ON ALL NEW TENDERS.

CONTINUE TO SUPPORT EFFORTS OF CDN SUPPLIERS ALREADY INVOLVED IN RURAL TELEPHONY PROJECTS.

OBTAIN CONTRACT THROUGH AN UNSOLICITED PROPOSAL RATHER THAN HAVING TO BID.

IDENTIFY POTENTIAL CDN INVESTORS AS CTC WILL GIVE MOST CONTRACTS TO FOREIGN COS INVESTING IN PROJECTS.

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

FIND SOURCE OF FINANCING FOR THE COMMISSIONING OF AN ENGINEERING STUDY BY CANADIAN CONSULTING FIRM WHICH WOULD RECOMMEND CANADIAN EQUIPMENT FOR THE DEVELOP OF RURAL COMMUNICATIONS.

INCREASE CANADIAN SALES OF TELEPHONE EQUIPMENT BY 100 PER CENT.

CONVINCE CANADIAN SUPPLIERS OF MODERN EQUIPMENT THAT THERE IS A MARKET IN CHILE FOR THEIR PRODUCTS.

OBTAIN A 20% SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. GOAL WAS TO INSURE THAT CDN CONSORTIUM & CHILEAN BUYER UNDERSTAND EACH OTHER AND ENSURE NO OUTSIDE COMPETITION DEVELOP.

LOCAL CO. AND CDN CONSORTIUM HAVE AGREED ON TERMS OF REFERENCE FOR PROJECT AND CIDA WILL FINANCE STUDIES. EMBASSY WAS RESPONSIBLE TO PUT PACKAGE TOGETHER.

QUARTER: 3 MEET WITH VTR AUTHORITIES & SUPPORT CDN EFFORT TO OBTAIN RURAL TELEPHONE PROJECT.

MEETING HELD. VTR HAS AGREED TO COOPERATE WITH DTI. CIDA LIKELY TO FINANCE STUDY. CDN EXPORT OF EQUIPMENT IS EXPECTED.

QUARTER: 4 SUPPORT & ADVISE CDN CONSULTANT ON RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. MONITOR CTC PRIVATIZATION AND KEEP CDN COS AWARE OF INTENDED MAJOR INVESTMENT.

CDN CO MADE PRESENTATION OF STUDY TO LOCAL AUTHORITIES & ARE ASKED TO PURSUE PROJECT DEVELOPMENT. BELL CANADA INTERNATIONAL WITHDREW FROM RACE. CTC BOUGHT BY BOND GROUP OF AUSTRALIA