

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

POST :473-BUDAPEST

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ALL CDN TELECOM MFRS MUST SPEND TIME & MONEY REQ'D THIS MRKT
SMALL BUT EXPANDING SALES

ASSIST N.TELECOM EFFORTS TO SELL DIGITAL SWITCHING EQUIP.
POTENTIAL MAJOR SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Northern Telecom in their efforts to
sell telephone exchanges

Northern Telecom to open an office in Budapest.

QUARTER: 2 -----

QUARTER: 3 Support Northern Telecom in their marketing
efforts.
Support Canadian exporters of high tech,
computers, electronics.

Northern Telecom office opened in Budapest PT
tender for several switches issued.
Post participated in East Eurocomm'89.

QUARTER: 4 Support Northern Telecom in their marketing
efforts.

a, Northern Telecom submitted a bid for rural
switching systems.
b, Northern Telecom signed a letter of intent
to form a joint venture with Austria Telecom
and BHG.