

REPT4D  
90/01/23

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 :653-HAVANA

014-EDUCATION, MEDICAL, HEALTH PROD  
CUBA

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

SOME CDN CO HAVE APPROACHED MEDICUBA & MINSAP TO DISC.TECHN.  
SALES OF APPROX. \$4-6 MILLION CDN.

CDN MED/HOSP SYPP/EQPT MISS TO CUBA AS FOLLOW UP TO CUBAN  
MEDICUBA CONDUCTS ITS BUYING PROG IN APRIL. CDN CO WHILE IN

CUBA CAN NEGOCIATE CONTRACTS WITH MEDICUBA.

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Assisted Nitel Corp to increase their market in  
Cuba. Maintained periodic contacts with Nitel  
local representative to discuss progress and  
at to Cuban market.

QUARTER: 2 Supported Nitel's continued sales efforts to  
Cuba.  
Pursued Cuban requirements for 80,000 telephone  
lines to upgrade telephone system in Havana.

QUARTERLY RESULTS REPORTED:  
Nitel continues to sell wireless products to  
various Cuban organizations. Effort by  
the hotel industry for approx 200,000.00  
lines to be installed by mid-1989.  
Nitel sold approximately 8,000 lines.  
Delegation from Min of Communications visited  
Cdn mid Sept/88 to negotiate contracts of approx  
\$ 200,000 worth of telephone lines/wirel.