

POST : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS(BASED IN ANTIGUA)  
TO VISIT CANADA.

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY  
TELEPHONE COMPANIES OPERATED BY CABLE AND  
WIRELESS.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT  
AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

INCREASE FAMILIARITY WITH CANADIAN TELECOM  
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA  
PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-  
CTOR IN BDOS.

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARR-  
ANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA.  
NO FURTHER ACTION.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA;  
REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.  
PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY  
SECTOR IN BDOS.

INVITATION DECLINED, WILL REASSESS. INITIAL SALE  
GENERATED WITH BARBADOS TELEPHONE FOR CABLE  
DURING QUARTER.  
NO FURTHER ACTION TO DATE.

QUARTER: 3 ARRANGE FOR REGIONAL MANAGER CABLE & WIRELESS TO  
VISIT CDA. REINFORCE CDN CAPABILITIES IN TELECOM  
EQUIPMENT & SERVICES WITH NEW OWNERS OF BARBADOS  
TELEPHONE CO.

INVITATION FROM TELECOM. EXEC. MGMT. INST. OF  
CDA EXTENDED TO PRES. -CEO BDOS. TEL. CO. & BDOS  
EXTERNAL TELECOM. TO VISIT CDA MAY/JUNE 88. ON-  
GOING DISCUSSION WITH PRESIDENT & GENERAL  
MANAGER.

QUARTER: 4 INVITATION BDOS TEL CO & BDOS EXTERNAL TELCOMM  
FOR SENIOR EXECUTIVE TO ATTEND TEMIC, MONTREAL  
MAY/JUNE 1988. CONTINUE EFFORTS TO REINFORCE CDN  
CAPABILITIES IN TELECOM EQUIP & SERVICES WITH  
BDOS TEL. CO.

INVITATION ACCEPTED BY GEN. MGR. BDOS EXTERNAL  
TELECOMM. ONGOING DISCUSSION WITH PRESIDENT &  
GENERAL MANAGER, SOME PROGRESS.