

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 -----

Assisted Nitel Corp to increase their market in
Cuba. Maintained periodic contacts with Nitel
local representative to discuss progress made
in Cuban market.

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

Nitel continues to sell medical products to
various Cuban organizations.
The hotel industry for approx 200,000,000
Cdn. Nitel sold approximately 8 Cdn. Nitel
Delegation from Min of Comm. Nitel
Cdn mid Sept/89 to negotiate contracts of approx
\$ 200,000 worth of telephone lines/eqpt.