

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 :503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT TO CDA OF ASSISTANT SECRETARY OF COMMUNICATIONS
BETTER UNDERSTANDING OF CANADIAN CAPABILITIES

INFORMATION BOOTH IN PHIL TELECOM 90
HIGHER PROFILE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitored developments on CIDA-EDC Telecoms line of credit and CIDA Tech Assistance grant and advised Cdn cos accordingly. Gathered CVs for new telecoms Commercial officer.

Supported sale of 10 radio transmitters and helped in unsuccessful bid for 2 TV transmitters. Met with reps of 6 Cdn cos to update on telecoms situation.

QUARTER: 2 Continue to monitor private and public telecoms opportunities. Expedite CIDA-EDC line of credit. Identify broadcast opportunities. Org visit prog in telecoms and broadcast sectors for DOC rep. Org datacoms seminar for Cdn company.

Met with DOTC DM Lichauco to promote Cdn capabilities and expedite LOC. Developed many new contacts and identified several new projs in telecom and broadcast. Datacoms seminar attracted over 70 bus and mil reps, and many prospective agents.

QUARTER: 3 Follow and report on gov't telecom project opportunities. Develop contacts re private sector telecoms. Promote Cdn capabilities in broadcast equipt and remote sensing.

CIDA-EDC \$43M line of credit signed. CIDA \$5M technical assistance program in place. Opened 2 Cdn telecoms projs featuring phone call to Pres Aquino. Sponsored Cdn booth at annual Phil broadcast conf. Sent 2 remote sensing officials to Cda

QUARTER: 4 Developed strategy for pursuing rural telecoms projects under Cdn line of credit. Promoted TSI network mgmt systems to PLDT. Identified candidates for June 90 Temic program. Promoted remote sensing tech and encouraged particip in GIS 90.

Projects valued at \$6mm assigned to Canada. Close to agreement on addit projects. TSI to conduct network mgmt seminar at PLDT in May 90. Two candidates invited to June Temic course. Undersec of DENR and rep of ADB to attend GIS 90.