REPT4D
89/12/12

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 :407-MADRID

005-ADVANCED TECH. PROD. & SERV
SPAIN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	REPORT ON NEW TELECOMMUNICATION LAW WHICH HAS BEEN APPROVED LAW IMPROVES MARKETS FOR ACCESS FOR BROAD RANGE OF CDN	PRODUCTS
	ASSIST IMAX CORP TO FOLLOW UP ON LEAD FOR THEATRES PROSPECTS ARE GOOD FOR THE SALE OF TWO OR THREE THEATRES	
	ASSIST CDN CO. IN THEIR EFFORTS TO SELL COMMUNICATION EQPT. SALES OF SEVERAL MILLION DOLLARS	
	PREPARE ARTICLE-COMPUTER SOFTWARE MARKET IN SPAIN INTEREST FIVE NEW COMPANIES IN THE SPANISH MARKET	
	ASSIST SPAR, TELESAT ETC TO PARTICIPATE IN COMM. SATELLITE CDN PARTICIPATION COULD RESULT IN UP TO $200 MILLION IN	SALES
	DETERMINE OPPORTUNITIES IN STAR RURAL COMMUNICATIONS PROJECT POSSIBLE CDN PARTICIPATION IN THIS $300 MILLION PROJECT	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-Official participation in Informat 89 in Barcelona -Business Delegation led by Minister Crosbie -Ongoing support of Cdn cos.	-Anticipate $5 million over next 12 months -Four Cdn CEOs introduecd to senior Span officials. Estimate several million dollars sales will result. - Span will be sub-sontractor to MATRA for Spanish telecom satellite
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	