

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 646-GUATEMALA

017-SERVICE INDUSTRIES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED SUPPORT AND FOLLOW-UP ON LONG OVERDUE
FEGUA OBLIGATION WITH GOVERNMENT AUTHORITIES.

GUATEMALAN GOVERNMENT DIRECTOR OF EXTERNAL
FINANCE PLANNING TRIP TO CANADA IN MID-JULY TO
NEGOTIATE POSSIBLE SOLUTION TO FEGUA OUTSTANDING
OBLIGATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TECHNICIANS TO THEIR EMPLOYERS
IDENTIFY JOINT VENTURE WITH MINISTRY OF COMMUNICATION
OBTAIN T.V COVERAGE NATIONWIDE - EXPOSE CUBAN
TECHNICIANS TO COM CAPABILITIES & INFLUENCE
CUBAN END-USER TO BUY COM PRODUCTS
REACH KEY DECISION MAKERS - INTRODUCE NEW COM
PRODUCTS TO CUBAN CLIENTS

QUARTERLY RESULTS REPORTED

TELCEL IS CURRENTLY NEGOTIATING ADDITIONAL SALES
OF 2-5 TEL SYST FOR CUBANACAN. 2 AN OFFICER IN
GENERAL CDA VISITED HAVANA TO PROMOTE SALES OF
TELECOM RELATED EQUIP. PARTICULARLY 1 FIELD OF
EQUIP DESIGNED TO EXTRACT MOISTURE IN TEL LINES.

REVISIONS
NEED TO BE

WHICH COMPLETED BUSINESS NEGOTIATIONS DURING THE REPORTING PERIOD
LISTED BELOW ARE THE OBJECTIVE AND/OR ACHIEVED ACTIVITIES

IN DISCUSSIONS WITH CUBAN END-USER
TELECOM SALES REPRESENTATIVE ON EXPORTS AND IMPORTS