

REPORT 4  
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 619-ATLANTA

005-COMM. & INFORM. EQP. & SERV  
UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 IMPLEMENT CDN PARTICIPATION IN COMDEX SPRING '87.
- QUARTER: 2 A. ORGANIZE PARTICIPATION IN SATELLITE TELEVISION TECHNOLOGY INTERNATIONAL.  
B. ORGANIZE PARTICIPATION IN LAND MOBILE EXPO.
- QUARTER: 3 A. ESTABLISH PROGRAM OF REGULAR VISITS TO MAJOR END USERS. B. PARTICIPATE IN CARIBECOM 87 SAN JUAN.
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- ON-SITE SALES \$143,000, 12 MONTHS PROJECTED SALES \$51.7 MILLION.
- A. ANTICIPATED 12 MO. SALES FOR STTI ARE \$1.05 MILLION.  
B. 170 SERIOUS ENQUIRIES AND \$850,000 ANTICIPATED 12 MO. SALES.
- A. SIX VISITS TO MAJOR COMPANIES IN SECTOR.  
B. ON-SITE SALES OF \$24,000; PROJECTED 12-MONTH SALES OF \$260,000.