

REPORT 4
89/02/06

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

91

POST :633-SANTIAGO

005-COMM. & INFORM. EQP.& SERV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PRIVATIZATION PROCESS OF CTC (COMPANIA DE TELEFONOS DE CHILE) WHICH SHOULD RESULT IN EXPANSION OF MARKET FOR EQUIPMENT.

OBTAIN 20% OF NEW EQUIPMENT SALES IN NEXT 3-5 YEARS.

PROVIDE SUPPORT TO CDN CONSULTANTS AND SUPPLIERS ON RURAL TELEPHONY PROJECT IN SOUTH OF CHILE. SPILL OVER EFFECT COULD BE IMPORTANT.

SALES OF 2M OF EQUIPMENT IN 88 AND 5M IN 89.

OBTAIN FINANCING TO PREPARE STUDY ON RURAL TELEPHONY FOR OTHER REGIONS OF CHILE.

MAJOR SALES OF EQUIPMENT THAT COULD REACH 15-20M IN 3 YEARS.

LOBBY TELEX-CHILE TO CONVINCE THEM OF CANADIAN SUPERIORITY IN SATELLITE EARTH STATION TECHNOLOGY. MONITOR THEIR EFFORTS TO OBTAIN PERMIT TO OPERATE STN FM MIN OF DEFENCE AND ENTEL.

SALE OF SATELLITE EARTH STATION BY THIRD QUARTER OF 1989.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN THE APCOMIN 88. A SOFTWARE FOR MINING SEMINAR AND EXHIBITION

WE SELECTED & INVITED CDN SOFTWARE COS & ARRANGED TO HAVE EACH ONE OF THEM MAKE A PERSONAL PRESENTATION AT SEMINAR. RESULT: 2 OF THE COS WILL SELL SOFTWARE TO CHILEAN MINING COS, ONE OF THEM HAD TRIED TO SELL FOR A LONG TIME.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----