

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

POST : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS(BASED IN ANTIGUA)
TO VISIT CANADA.

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY
TELEPHONE COMPANIES OPERATED BY CABLE AND
WIRELESS.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT
AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

INCREASE FAMILIARITY WITH CANADIAN TELECOM
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA
PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-
CTOR IN BDOS.

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARR-
ANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA.
NO FURTHER ACTION.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA;
REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.
PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY
SECTOR IN BDOS.

INVITATION DECLINED, WILL REASSESS INITIAL SALE
GENERATED WITH BARBADOS TELEPHONE FOR CABLE
DURING QUARTER.
NO FURTHER ACTION TO DATE.

QUARTER: 3 ARRANGE FOR REGIONAL MANAGER CABLE & WIRELESS TO
VISIT CDA. REINFORCE CDN CAPABILITIES IN TELECOM
EQUIPMENT & SERVICES WITH NEW OWNERS OF BARBADOS
TELEPHONE CO.

INVITATION FROM TELECOM. EXEC. MGMT. INST. OF
CDA EXTENDED TO PRES.-CEO BDOS. TEL. CO. & BDOS
EXTERNAL TELECOM. TO VISIT CDA MAY/JUNE 88. ON-
GOING DISCUSSION WITH PRESIDENT & GENERAL
MANAGER.

QUARTER: 4 INVITATION BDOS TEL CO & BDOS EXTERNAL TELCOMM
FOR SENIOR EXECUTIVE TO ATTEND TEMIC, MONTREAL
MAY/JUNE 1988. CONTINUE EFFORTS TO REINFORCE CDN
CAPABILITIES IN TELECOM EQUIP & SERVICES WITH
BDOS TEL. CO.

INVITATION ACCEPTED BY GEN. MGR. BDOS EXTERNAL
TELECOMM. ONGOING DISCUSSION WITH PRESIDENT &
GENERAL MANAGER, SOME PROGRESS.