

REPORT 4  
89/10/10

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 :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV  
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE MARKET INFO ON JTC'S REHAB PROGRAM TO EDC AND EXTOTT THAT WILL PROVIDE BASIS FOR ESTABLISHMENT OF TELECOM LINE OF CREDIT IN JAMAICA

MAKE DIRECT REPRESENTATIONS TO JAMAICA TELEPHONE CO IN SUPPORT OF CANADIAN EQUIPMENT SUPPLIERS.

PREPARE MARKET REPORT ON JAMAICAN TELECOM NEEDS IN PERIOD 1988-1992. CIRCULATE TO CANADIAN INDUSTRY.

ANTICIPATED RESULTS:

ESTABLISHMENT OF \$40-60 MILLION EDC LINE OF CREDIT BY MID 1988.

SALES IN 1988-89 OF \$12 MILLION

VISIT TO MKT BY MINIMUM 4 CDN FIRMS INTERESTED IN MARKETING TO JAMAICA TELEPHONE SALES THROUGH LOC.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Arranged meetings between Jamintel and GNX Ltd of Markham, Ont, Re: setting up of technician upgrade courses.

QUARTERLY RESULTS REPORTED:

Mr. Paul Ireland, Vice President of GNX Ltd introduced to Don Lee, Jamintel's Vice President, Planning. GNX to submit formal proposal, May 1989.