

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

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CLOSE MONITORING OF THE NATIONAL MINI-HYDRO MASTER PLAN AIMING TO INVOLVE MORE CDN. COMPANIES	CDN. COMPANY PARTICIPATION

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
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QUARTER: 1 TO ENSURE FULL SUPPORT TO SNC/ACRES CONSORTIUM IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FEASIBILITY STUDIES FOR GUATEMALA'S SMALL HYDRO PROGRAM

SNC/ACRES PROPOSAL FOR THE SAMALA SMALL HYDRO PROJECT WAS RECENTLY AWARDED TO THEM AND PRESENTLY NEGOTIATING CONTRACT WORTH APPROX CDN \$ 7 MILLION.

QUARTER: 1 TO LIAISE WITH MINISTRY OF ENERGY FOR OTHER OPPORTUNITIES FOR CDN CONSULTANTS TAKING ADVANTAGE OF THEIR PRESENT PARTICIPATION IN ELABORATING STUDIES FOR THE MINISTRY.

WE UNDERSTAND THAT D.B. PIPETECH OF ALBERTA HAS BEEN NEGOTIATING AN INLAND TUCKING TARIFF STUDY WITH THE MINISTRY, AS A RESULT OF THEIR PARTICIPATION IN OTHER ACTIVITIES FOR THEM.

QUARTER: 1 TO IDENTIFY FURTHER OPPORTUNITIES AND SUPPORT ENDEAVOURS BY CANADIAN CONSULTANTS IN OTHER ELECTRICAL GENERATION PROJECTS.

SNC SUBMITTED PROPOSAL FOR COMPLEMENTARY STUDIES FOR CHULAC HYDRO PROJECT WITH SOLID POSSIBILITIES OF OBTAINING CONTRACT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REVERSE IN CASE OF ANY CHANGES TO THE ORIGINAL PLAN  
UNLESS OTHERWISE SPECIFIED BY THE MISSION

646-GUATEMALA

WHICH COMPLETED WORKING AGREEMENTS DURING THE RELEVANT PERIOD:  
DURING WHICH THE RESPECTIVE WORKING AGREEMENTS WERE  
AT MISSIONS ABROAD FOR EXPORT PROMOTION PROGRAM

88/10/21