

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

38

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:

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 PRESEN-  
TLY NEGOTIATING CONTRACT WORTH APPROX CDN \$ 7  
MILLION.

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

WE UNDERSTAND THAT D.B. PIPE TECH OF ALBERTA HAS  
BEEN NEGOTIATING AN INLAND TUCKING TARIFF STUDY  
WITH THE MINISTRY, AS A RESULT OF THEIR PARTICI-  
PATION 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 POSSIBILI-  
TIES OF OBTAINING CONTRACT.

QUARTER: 2 Maintain a liaison with Electrical Generation  
Authorities to further develop a Canadian  
presence in this sector.

Federal Pioneer in coordination with Embassy is  
participating in tender to supply 6 large trans-  
formers to electrical distribution company.  
Business is worth approx. \$700,000.

QUARTER: 3 -----

QUARTER: 4 -----