

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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:

OTHER TYPES OF REL EQUIP.

CDN CO PREQUAL.FOR SMALL CENTRAL DEV.COMPL.& CONTRACT NEGOT.  
SIGNATURE OF FEASIBILITY & ENGINEERING CONTRACT.

EQUIP,CONSTR.,& COMMISSIONING OF SMALL HYDRO CENTRALS.  
SALE OF GENERATION & DISTRIBUTION EQUIPMENT.

IDENTIFICATION OF TENDERS FRO SERVICES AND EQUIPMENT.  
LARGE PARTICIPATION FROM CANADIAN COMPANIES.

MARKET RESEARCH STUDY ON OPPORTUNITIES IN THE ENERGY SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Genera'n  
Auth. to identify future projs in this sector  
which can be of interest to Cdn consultants/eqpt  
suppliers. Also, to follow up on signature of  
SNC/ACRES contract for the Samala project.

1)Mtg w/INDE's planning dir. proved valuable to  
determine that most future gener'n/distri'n pro-  
jects are being financed on a bilateral basis.  
Future part'n in this sector will therefore only  
be a result of spot opportunities.

QUARTER: 3 Continued assistance to SNC/ACRES to lobby on  
their behalf to finalize negotiations for  
contract signature for Samala Hydro project.

Contract for approx. Cdn. \$7 m. was signed in  
October and has gone to IADB for ratification.

QUARTER: 4 -----