

REPT4D
90/01/23

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

005-ADVANCED TECH. PROD. & SERV
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH.TO IDENT.TIMING & OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 To fully support Canadian companies pursuing
multilateral financed projects.

Joint efforts between LeBlanc & Royle, their
local representative and the Embassy resulted in
award of contract for sale of 324 telecom towers
worth approx. US \$ 800,000.

QUARTER: 2 To meet with Telecom Planning and Project
Authorities to discuss future projects which may
be of interest to Canadian companies.

Identified upcoming opportunity for concession
for the Guatemalan mobile cellular telephone
project. Canadian companies have been advised.

QUARTER: 3 -----

QUARTER: 4 -----