

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

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.
GUATEMALA

MISSIONS ABROAD FOR FISCAL YEAR 89

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR OPPORT.FOR CONSULTING SERVICES IN ROAD SUPERV.WORK
FURTHER INVOLV.IN TRANSP.SECT.WHERE CONSULT.HAVE PRE-QUALI-

FIED IN SEVERAL PROJ.BUT NOT YET OBTAINED A CONTRACT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Promote consulting companies and equipment
suppliers in the Transportation sector.

Coordinated visit by De Havilland rep. to
Abbotsford Air Show. Visit should help in his
interest to purchase a third Twin Otter, parts
and other equipment for his Guatemalan
operations.

QUARTER: 3 -----

QUARTER: 4 -----

Called on airline representative and had a discussion
in Guatemala's national airline's office in Guatemala
with a view to increasing Canadian involvement.
Pamela Jones (Product International) made a
marketing specialization trip and was now preparing
proposals for transfer of technology and
equipment and equipment sales.

QUARTER: 3 to continue our efforts in promoting airline
equipment in this sector.
QUARTER: 4 to introduce new companies to the marketplace
and to fully assist in producing new commercial
opportunities.