

REPORT 4
89/02/06

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TOP LEVEL EMBASSY SUPPORT OF EFFORTS BY CONSULTING COMPANY LAVALIN, IN ORDER TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

ANTICIPATED RESULTS:

AWARD OF CONSULTANCY CONTRACT FOR GABRIEL TERRA REHABILITATION, WHICH COULD LEAD TO A) TRANSMISSION LINES CONSULT. & B) SPEC. OPPORT. FOR CDN SUPPLIERS OF EQPT/MAT. FOR BOTH PROJ.

PLANNING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO SUPPORT LAVALIN INT REF GABRIEL TERRA DAM PROJECT TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

QUARTERLY RESULTS REPORTED:

LAVALIN HAS BEEN PRE-QUALIFIED. REPRESENTATIONS ON BEHALF OF CDN COMPANY HAVE BEEN MADE AT HIGHEST LEVELS (PRESIDENT, VICE PRESIDENT, FOREIGN AND ENERGY MINISTERS).

QUARTER: 2 Top level Embassy support of efforts by consulting company Lavalin, in order to offset strong position gained by French consultants. (Consultancy contract for Gabriel Terra Dam Rehabilitation).

Representations have been made to highest levels of Uruguayan govt. (President & Vice-President). Contract not awarded yet. Lavalin seems in a good position to win contract. Pre-requisite for supply equipment/materials from Canada.

QUARTER: 3 -----

QUARTER: 4 -----