

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

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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 Fench consultants. (Consultancy contract for Gabriel Terra Dam Rehabilitation).

Representa'ns 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 -----

QUARTER: 3 visits of B. Hitzler, SAC of Credit Programme. Relating to visits to major bank to give info on TDC Programme.

QUARTER: 4 series of meetings for pulsed and Cono's. Seminars were held to which were invited agents, farmers, potential agents, technicians.

Cdn cattle continue to maintain strong market price. Our tech assistance to Uruguay is much appreciated & more improved sales. Excellent reaction to our participation, sales made at fair prices, cattle, hogs, goats and poultry.

ECB continue offer of credits on which most of the T.D.C. allowing Canadian firms to remain competitive in financing.

Regular opportunities to demonstrate technical quality of Canadian goods and goods to audiences ranging between 25 and 50 persons. Part of long term strategy to increase Canadian market share.