

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

MAINTAINING CLOSE AND REGULAR CONTACT WITH POWER UTILITIES AND  
REPORTING UPCOMING CONTRACT OPPORTUNITIES TO CANADIAN INDUSTRY.

COMPLETION OF FEASIBILITY & DESIGN BY SNC AND  
IF BILATERAL FINANCING IS AVAILABLE TO UNDER-  
TAKE TURNKEY EXECUTION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO  
PROJECT;  
-CLOSE LIAISON WITH INDE AND ENEE TO IDENTIFY  
FUTURE COMMERCIAL OPPORTUNITIES.

-RIO BOBOS DEVEVELOPMENT HAS BECOME PRIORITY FOR  
GTMLAN GOVT & SNC/CPPE SUTY HAS BECOME PRINCIPAL  
WORKING DOC. -SUCCEEDED IN COORDINATING PRESENTA  
TION OF GENERATION EQPT PROPOSAL WORTH APPR \$4M.  
FROM MARKHAM ELECTRIC TO INDE.

QUARTER: 2 ENSURE PREQUALIFICATION OF CDN COMPANIES IN THE  
SAMLL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

LAVALIN, CIPOWER, ACRES AND SNC SUBMITTED PREQUA  
LIFICATION DOC. FOR THE IADB FINANCED SMALL  
HYDRO DEVELOPMENT STUDIES IN GTMLA. EMBASSY ADVI  
SED COMPANIES AND MAINTAINED LIAISON WITH LOCAL  
AGENTS.

QUARTER: 3 -----

QUARTER: 4 -----