

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 SCN 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 DEVELOPMENT 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
SMALL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

LAVALIN, CIPower, ACRES AND SNC SUBMITTED PREQUALIFICATION
DOC. FOR THE IADB FINANCED SMALL
HYDRO DEVELOPMENT STUDIES IN GTMLA. EMBASSY ADVISED
COMPANIES AND MAINTAINED LIAISON WITH LOCAL
AGENTS.

QUARTER: 3 -----

QUARTER: 4 -----