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 :646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
CLOSE MONITORING OF THE NATIONAL MINI-HYDRO MASTER PLAN AIMING TO INVOLVE MORE CDN. COMPANIES	CDN. COMPANY PARTICIPATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 TO ENSURE FULL SUPPORT TO SNC/ACRES CONSORTIUM IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FEASIBILITY STUDIES FOR GUATEMALA'S SMALL HYDRO PROGRAM	SNC/ACRES PROPOSAL FOR THE SAMALA SMALL HYDRO PROJECT WAS RECENTLY AWARDED TO THEM AND PRESENTLY NEGOTIATING CONTRACT WORTH APPROX CDN $ 7 MILLION.
QUARTER: 1 TO LIAISE WITH MINISTRY OF ENERGY FOR OTHER OPPORTUNITIES FOR CDN CONSULTANTS TAKING ADVANTAGE OF THEIR PRESENT PARTICIPATION IN ELABORATING STUDIES FOR THE MINISTRY.	WE UNDERSTAND THAT D.B. PIPETECH OF ALBERTA HAS BEEN NEGOTIATING AN INLAND TUCKING TARIFF STUDY WITH THE MINISTRY,AS A RESULT OF THEIR PARTICIPATION IN OTHER ACTIVITIES FOR THEM.
QUARTER: 1 TO IDENTIFY FURTHER OPPORTUNITIES AND SUPPORT ENDEAVOURS BY CANADIAN CONSULTANTS IN OTHER ELECTRICAL GENERATION PROJECTS.	SNC SUBMITTED PROPOSAL FOR COMPLEMENTARY STUDIES FOR CHULAC HYDRO PROJECT WITH SOLID POSSIBILITIES OF OBTAINING CONTRACT.
QUARTER: 2 Maintain a liaison with Electrical Generation Authorities to further develop a Canadian presence in this sector.	Fedral Pioneer in coordination with Embassy is participating in tender to supply 6 large transformers to electrical distribution company. Business is worth approx. $700,000.
QUARTER: 3 -----	
QUARTER: 4 -----	