

REPORT 4
87/10/27

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

PAGE : 23

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 A) CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO
PROJECT.
B) CLOSE LIASON WITH INDE AND ENEE TO IDENTIFY
FUTURE COMMERCIAL OPPORTUNITIES.

RIO BOBOS DEV. HAS BECOME A PRIORITY FOR GTMLAN
GOVT & SNC-CPPF STUDY HAS BECOME THE PRINCIPAL
WORKING DOC. B) SUCCEEDED IN COORD. PRESENTATION
OF GENERATION EQPT PROPOSAL WORTH APPROX \$4M
FROM MARKHAM ELECTRIC TO INDE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----