

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

POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

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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 DEVELOPMENT HAS BECOME PRIORITY FOR GTMLAN GOVT & SNC/CPPE SUTY HAS BECOME PRINCIPAL WORKING DOC. -SUCCEEDED IN COORDINATING PRESENTATION 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 MONITORING OF SMALL CENTRAL PROGRAM BY GOV'T OF GUATEMALA.

FOLLOWED-UP ON PREQUALIFICATION OF CDN CONSULTANTS FOR GUATEMALA'S SMALL HYDRO CENTRAL PROGRAM. ACRES, SNC, LAVALIN & CI POWER WERE ALL SHORTLISTED.

QUARTER: 3 COORDINATE WITH ALBERTA GOV'T HIGH LEVEL VISIT OF GOV'T OFFICIAL TO PROMOTE PETROLEUM SECTOR.

WITH ALBERTA TRADE DEVELOPMENT DEPARTMENT CO-ORDINATED VISIT OF VICE-MIN. OF ENERGY & MINES WHICH HAS UNCOVERED INTERESTING COMMERCIAL & ASSISTANCE OPPORTUNITIES.

QUARTER: 4 -----