

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

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 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 PREGUALIFICATION OF CDN COMPANIES IN THE
SAMLL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

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

QUARTER: 3 MONITORING OF SMALL CENTRAL PROGRAM BY GOV'T OF
GUATEMALA.

FOLLOWED-UP ON PREGUALIFICATION OF CDN CONSUL-
TANTS FOR GUATEMALA'S SMALL HYDRO CENTRAL PRO-
GRAM. 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 INSURE PREGUALIFICATION OF CANADIAN CONSULTANTS
FOR GUATEMALA'S SMALL HYDRO DEVELOPMENT.

FULLY SUPPORTED EFFORTS BY SNC, ACRES & LAVALIN
TO PREGUALIFY FOR STUDIES FOR SMALL CENTRAL PRO-
GRAM PROMOTED BY THE GUATEMALAN ELECTRICAL AU-
THORITY. ALL 3 COS PREGUALIFIED AND SNC/ACRES
HAVE JOINED FORCES TO ADD STRENGHT TO THIS PROP.