

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :646-GUATEMALA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:OTHER TYPES OF REL EQUIP.

CDN CO PREQUAL.FOR SMALL CENTRAL DEV.COMPL.& CONTRACT NEGOT.
SIGNATURE OF FEASIBILITY & ENGINEERING CONTRACT.

EQUIP,CONSTR.,& COMMISSIONING OF SMALL HYDRO CENTRALS.
SALE OF GENERATION & DISTRIBUTION EQUIPMENT.

IDENTIFICATION OF TENDERS FRO SERVICES AND EQUIPMENT.
LARGE PARTICIPATION FROM CANADIAN COMPANIES.

MARKET RESEARCH STUDY ON OPPORTUNITIES IN THE ENERGY SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Genera'n
Auth. to identify future projs in this sector
which can be of interest to Cdn consultants/eqpt
suppliers. Also, to follow up on signature of
SNC/ACRES contract for the Samala project.

1)Mtg w/INDE's planning dir. proved valuable to
determine that most future gener'n/distri'n pro-
jects are being financed on a bilateral basis.
Future part'n in this sector will therefore only
be a result of spot opportunities.

QUARTER: 3 Continued assistance to SNC/ACRES to lobby on
their behalf to finalize negotiations for
contract signature for Samala Hydro project.

Contract for approx. Cdn. \$7 m. was signed in
October and has gone to IADB for ratification.

QUARTER: 4 -----