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SEMI-ANNUAL REPORT

Immunization and Oral Rehydration Therapy
Services for Child Survival Project

USAID/Guatemala Contract No. 520-0339-C-00-2234-00
(April 1993 through September 1993)

INTRODUCTION

Effective October 1, 1992, the Program for Appropriate Technology in Health (PATH) entered into a contract with USAID/Guatemala, Contract No. 520-0339-C-00-2234-00, to complete a local oral rehydration salt (ORS) production plant, LAPROMED, in Guatemala City, Guatemala.

This semi-annual report, covering the period April 1, 1993, through September 30, 1993, is submitted in compliance with AIDAR 752-7026 and is a combination of two reports required by the referenced clause. The first, a "substantive" report, covers project implementation status, progress, and plans. The second, an "administrative" report covers project expenditures by contract budget category, personnel employed under the contract, and foreign nationals being trained under the contract. The report sections are:

- SUBSTANTIVE REPORT (Pages 2-11)
- ADMINISTRATIVE REPORT (Pages 12-13)
- ATTACHMENTS

SUBSTANTIVE REPORT

Considerable progress was made on several key project objectives during the reporting period. Most significantly, the focus during the reporting period included:

(1) completion of qualitative and quantitative research and development of ORT program recommendations;

(2) preparations for production start-up, including development of systems, procedures, manuals, and forms;

(3) sourcing, procuring, and shipping of equipment and materials;

(4) remodeling/construction work at the LAPROMED facility.

In June, Guatemala experienced a coup resulting in political unrest and delays in work. PATH worked closely with the Mission to document ongoing project activities and determine those activities which could continue or be stopped. Assistance was also provided in documenting potential implications if various components of the work on the project were delayed. Based on the information provided by PATH and the importance the Mission placed on the LAPROMED project, PATH was able to continue its work uninterrupted during the coup.

Provided below by project objective is an overview of the activities carried out.

<u>Objective #1</u>: Determine the present availability, distribution, and use of ORS packets in Guatemala.

Substantial work was carried out during the reporting period with regard to quantitative research to obtain ORS availability and distribution data and qualitative research to obtain data regarding ORS use and product attributes and packaging preferences. Additional unanticipated qualitative research was carried out regarding LAPROMED's ORS product name, instructions, overall design, and color.

- Quantitative

  During the reporting period, PATH obtained data from IMS/Asserta/Guatemala on the commercial sales and value of oral electrolyte replacers and other antidiarrheals for the period January 1993 through June 1993.

  For the purposes of projecting annual distribution of ORS sachets per year by NGOs, data gathered during the previous reporting period through interviews with 13 NGOs regarding ORS availability, use, and distribution was summarized. The summary identified the NGOs interviewed, their annual distribution of ORS sachets during 1991-1992 (as available), and the departments and municipalities they served (see Attachment A). In June 1993, this information was

provided to USAID/Guatemala and ASINDES. Based on the findings, it was estimated that the pool of NGOs in Guatemala (the 13 interviewed as well as other smaller NGOs) would distribute approximately 500,000-700,000 ORS sachets per year.

As indicated in the previous report, IDEAS field interviewers completed audit forms at each outlet visited (e.g., health centers, health posts, or pharmacies) indicating the approximate amount and "brand" of ORS available (i.e., UNICEF, USAID/Guatemala, or commercial). Audit findings indicated that (1) the majority of health centers and posts contacted carried stocks of UNICEF-brand ORS; (2) demand is reportedly greater in all regions and at all levels of urbanization during the early "winter" months of May, June, and July; and (3) in general, both the Ministry of Health (MOH) and commercial distribution systems appeared to provide sufficient ORS to meet consumer demand; however, two data sources suggested that MOH ORS supplies may be inadequate in some areas of Guatemala and at more remote levels of the MOH system.

Quantitative information obtained throughout the duration of the project was analyzed and consolidated as part of a draft market assessment and marketing strategizing document. This document was provided to USAID/Guatemala and LAPROMED for review prior to a visit to Guatemala by S. Tifft and C. Godínez in July 1993. Discussion regarding this document and the July 1993 visit is provided in Objective #2.

Qualitative

As previously reported, qualitative research field work to determine the availability, distribution, and use of ORS in seven distinct geographical regions of Guatemala was completed by IDEAS by the end of March 31. The purpose of the qualitative research was to determine:

(1) the public sector use of ORS in Guatemala;

(2) the motivating factors supporting its use; and

(3) the perceived effectiveness of ORS among three target groups; that is, mothers of children under five years of age, health workers employed by the MOH, and pharmacy workers.

IDEAS analyzed the data and information obtained from the research and in early May 1993 submitted a draft report, "Use and Availability of Oral Rehydration Salts in Guatemala." PATH reviewed and provided editorial and substantive comments on the draft report and IDEAS submitted an initial final report in June 1993. It is anticipated that a copy of this report will be provided to USAID/Guatemala during the next reporting period. Findings of the report were consolidated as part of a draft market assessment and marketing strategizing document. This document was provided to USAID/Guatemala and LAPROMED

for review prior to a visit to Guatemala by S. Tifft and C. Godínez in July 1993. Discussion regarding this document and the July 1993 visit is provided in Objective #2.

For the purpose of determining the most appropriate packaging material for LAPROMED's ORS sachets, PATH requested that IDEAS also conduct research on preferences for ORS packaging material (aluminum versus plastic). Findings of this research indicated that all three target groups preferred aluminum packaging material over plastic based on the overall consensus that plastic "...is not considered to be of the same quality for oral rehydration salts as is the aluminum." The target groups also provided additional opinions regarding ORS sachet instructions and flavor. Based on the findings, PATH's procurement staff were able to initiate sourcing and bidding for LAPROMED's ORS packaging material.

Early in the reporting period, PATH submitted a request to USAID/Guatemala to expand the existing contract scope of work for the purpose of researching, designing, and testing a new LAPROMED ORS sachet. Specifically, this sachet required a new name, improved instructions, and overall package redesign including color. This work was felt to be critical because of information obtained from Lic. Luis Gálvez/LAPROMED in late 1992 indicating that the World Health Organization (WHO) disapproved of LAPROMED's existing product name, SUPERSUERO, on the basis that it connotated benefits in the product which it does not have. Further, PATH and LAPROMED noted that the instructions for product use needed to be improved to provide more accurate and understandable directions for nonliterate mothers. Approval was obtained from USAID/Guatemala and a contract amendment expanding PATH's scope and adjustment budget line items was provided. In turn, PATH issued a subcontract amendment to IDEAS to carry out qualitative research on possible names, product design, and instructions. (Note: The budget line item allocation provided in the <u>contract</u> amendment inadvertently reflected all costs other than "equipment" in the salary line item. It is anticipated that a new contract amendment will be issued during the next reporting period to reflect appropriate allocations.)

A list of possible product names was agreed upon based on input from PATH, IDEAS, LAPROMED, the MOH, and USAID/Guatemala. The final list of names to be tested were: *LitroSuero, SalAnima, SueroVida*, and *SueroAnima*. Initial mock ups of instructions and package design were also developed with input from and reviewed by LAPROMED, the MOH, and USAID/Guatemala prior to IDFAS conducting field research for preferences. Findings and recommendations from the research carried out by IDEAS in three geographical regions of Guatemala among mothers of children under five and health workers included:

(1) *SueroVida* was recommended as the name for the LAPROMED product based on an approval rate of 93 percent for mothers (the next most acceptable for mothers being *LitroSuero* at 85 percent) and

83 percent for health workers (the next most acceptable being *LitroSuero* at 58 percent). The name *SueroVida* was understood clearly by the majority of mothers and health workers and was said to be attractive and associated with the "giving of life," "suero" (ORS solution), and "curing." It was noted that, overall, *SueroVida* generated a significant level of affective response that the second most popular name, *LitroSuero*, did not.

(2) The color yellow was recommended as the primary product package color because it was found to represent happiness, good flavors, and health through good food and vitamins. Blue was the next most favored color. PATH's overall recommendation to USAID/Guatemala was that the body of the sachet be yellow with a blue border.

Based on PATH's recommendations and mock-ups provided to USAID/Guatemala, the Mission indicated that it, LAPROMED, and the MOH agreed with the name *SueroVida*. Additional comments provided by the three key parties included:

(1) The formula name should be "Citrato trisódico, dehidratado."

(2) The expiration date should be the maximum possible.

(3) Because the product may be sold through municipal pharmacies, the phrase "Prohibida la Venta" (Sale Prohibited) should be omitted.

(4) The group was concerned about the phrase "Mantenganse fuera del alcance de los niños" (Keep out of the reach of children) and felt it could be omitted. (PATH was requested to advise of the inclusion/deletion of this phrase based on its knowledge and experienced developing ORS products for A.I.D.)

Items (1), (2), and (4) were agreed to by PATH. Follow up discussions were held with P. O'Connor, USAID/Guatemala, regarding item (3) in view of concerns that LAPROMED not compete with private, commercial producers and distributors of ORS. While the Mission and the MOH fully agreed with and understood PATH's concerns, the Mission promotes greater cost recovery and believes that ORS is a start. LAPROMED's packets will be sold through certain outlets, community based distributors, small pharmacies in rural areas controlled by the MOH, etc. It was agreed that the phrase would be omitted with this printing of packaging material and that PATH and the Mission would contemplate a possible alternative to be printed.

Objective #2: Determine conditions and requirements for an effective oral rehydration therapy (ORT) program in Guatemala. Complete a study reporting projected ORS needs and anticipated supply as well as the market for locally produced ORS.

In June 1993, a letter was sent to the Mission providing updates regarding the quantitative and qualitative research and the ORT program recommendations for the LAPROMED project (see Attachment B). The letter included conclusions to date, proposed actions and strategies, and requests for information and advice from the Mission. In early July, a draft of a detailed market assessment and marketing plan for LAPROMED was provided to the Mission and LAPROMED for review during an upcoming visit in mid-July 1993.

In July 1993 S. Tifft and C. Godínez visited Guatemala for the purpose of (1) reviewing the market assessment and marketing plan with LAPROMED management and determining specific marketing activities and services LAPROMED could provide to the Government of Guatemala (GOG) as part of its provision of *SueroVida*; (2) determining the actions required for LAPROMED to ensure that the GOG purchases *SueroVida* and establishing delivery schedules, amounts, and payment procedures; (3) presenting to the MOH LAPROMED's marketing strategy and the preliminary results of the quantitative and qualitative research; (4) finalizing the qualitative research report with IDEAS; and (5) obtaining comments from the Mission on the draft market assessment and marketing strategy for LAPROMED. Key outcomes of this visit included:

(1) The support of Dr. Roberto Kestler, Vice-Minister of Health, was expressed. Dr. Kestler arranged a meeting with the Ministry of Finance and LAPROMED in an effort to ensure that government funds for the purchase of *SueroVida* were earmarked and that a precise payment mechanism would be clarified.

(2) Presentation of the preliminary quantitative and qualitative research results and LAPROMED's marketing strategy to Dr. Marco Vinicio Donis, Director of the MOH Maternal-Child Health Department, his staff, and representatives of Clapp & Mayne (C&M). LAPROMED staff Lic. Avila and Lic. Gálvez presented the ORS warehousing, distribution, and information collection services that LAPROMED could provide to the government and mechanics of the GOG's purchase of *SueroVida*. As a result, Dr. Donis proposed that a working group be established to determine the payment mechanism and services that LAPROMED should provide to the government.

(3) An agreement that because C&M has an ongoing presence in Guatemala and works with the MOH concerning several aspects of the ORT program, the follow up for much of PATH's broad technical input to the MOH and ORT program will be channeled through C&M, specifically Dra. Lucrecia de Fuentes.

(4) Discussions with Drs. Eduardo Catalán and Lionel Díaz of the MOH Disasters Unit regarding ORS supplies for cholera and a determination of the need for PATH to review and analyze the MOH's ORS inventories and distribution since September 1992. PATH's findings were provided by fax to Dra. de Fuentes to share with the MOH Disasters Unit in July 1993 (see Attachment C). The findings will be used in a follow-up analysis of ORS needs for cholera in Guatemala by Drs. Catalán and Díaz and Dra. de Fuentes, C&M, and Dr. Juan Urrutia, consultant to C&M.

(5) Review of the market assessment and marketing strategy with USAID/Guatemala. (In early August 1993, comments were received from the Mission for incorporation into the final report and ongoing work in Guatemala.)

Additional details regarding the meetings and activities undertaken during this visit can be found in the trip report submitted to the Mission in August 1993.

In late August 1993, a letter was received from Dr. Octavio Morán in which he provided comments to the preliminary market assessment and marketing strategy (see Attachment D). In addition to his comments regarding the preliminary market assessment, Dr. Morán advised that a commission consisting of various government entities and other institutions was established for the purpose of providing production and government financial support to LAPROMED. The commission participants include the MOH Maternal-Child Health, Finance, Planning, and Disaster departments/units, C&M, UNICEF, etc. Dr. Morán also advised that some of the data provided in the preliminary report had already been helpful in relation to discussions regarding in-country ORS production, ORS availability, and plans for making LAPROMED sustainable, as well as development of intervention methods for use by district teams in the Health Areas. A response was sent to Dr. Morán (see Attachment E) in September 1993 thanking him for his valuable comments which would be taken under consideration as the final market assessment and marketing strategy for LAPROMED is developed.

It is anticipated that a final market assessment and marketing strategy report will be presented to the Mission, LAPROMED, and the MOH during the next reporting period.

<u>Objective #3</u>: Assist the University of San Carlos (USAC) in establishing systems and procedures which will enable LAPROMED to function independently of A.I.D. and other donors, similar to a private sector supplier, within one year of the initiation of production.

In August 1993, 12 representatives from LAPROMED and the EDC participated in a 40-hour training seminar, "Development and Sustainability of Quality for the LAPROMED Project," conducted at the LAPROMED facility by H. Zardo and PATH consultant Professor J. Griffith. Individuals participating in the seminar are involved in LAPROMED's ORS

production, quality control, material management, distribution, and/or client services. Using a technique called "synergogy" as the seminars training methodology, the participants developed three important aspects of sustainability:

(1) a shared sense of value about the importance of sustained high quality performance for LAPROMED;

(2) an awareness that programs for sustained quality performance should support, not substitute, the institutional mission; and

(3) a conviction that sustained high quality performance can best be obtained through teamwork both within LAPROMED and through cooperation with other groups and institutions.

As a result of the seminar, participants learned three of synergogy's four training models and developed a "mission statement" for LAPROMED which all employees and related parties can clearly understand and support. Details regarding the training seminar can be found in the trip reports submitted to USAID/Guatemala by H. Zardo and Professor Griffith in September and October, respectively.

With the initiation of ORS production during the next reporting period, it is anticipated that PATH will work with LAPROMED to implement the knowledge gained from the seminar to ensure ORS production at LAPROMED can be sustained through the support of its systems, procedures, training programs, etc.

As indicated in Objective #2, extensive discussions have been ongoing both between PATH and key parties in Guatemala and amongst key parties in Guatemala to establish a mechanism between LAPROMED, the MOH, and the USAC for orders, payment, and project management before delivery of sachets begins. PATH worked with LAPROMED on the development of a cost analysis (which continues to reflect an estimated cost of US$0.12 per sachet) and projected plans for demand, production, and procurement. During the next reporting period, PATH will continue to assist LAPROMED in assessing its cost factors to evaluate its required cash flow so that mechanisms established for orders and payments will sufficiently support anticipated costs.

During a visit to Guatemala by H. Zardo in September, meetings were held with Lic. Victor Rodríguez and Lic. Gálvez, LAPROMED, and Dr. Roberto Kestler, Health-Vice Minister, to discuss LAPROMED securing an order from the MOH for ORS deliveries in 1993 and 1994. It was agreed at that time that LAPROMED would meet with Dr. Zoel Leonardo, Director General of Health Services, MOH, for issuance of the first purchase order and to secure the supply of and payment for ORS. It is anticipated that during the next reporting period the MOH will: (a) place an order with LAPROMED for 300,000 sachets to be delivered by December 30, 1993; and (b) ensure that funds are allocated in the 1994 budget to purchase 1.5 million ORS sachets from LAPROMED for delivery in 1994. PATH will work with LAPROMED in closely monitoring progress on and aggressively

pursuing these two critical actions throughout the upcoming reporting period.

Objective #4: Determine specifications for remaining equipment needed to complete LAPROMED machinery-equipment needs. Procure, ship, import, install, and train LAPROMED personnel in the use of equipment detailed in the contract, and coordinate delivery dates, payment terms, and insurance.

In May 1993, PATH requested from USAID/Guatemala approval of and additional funds in the amount of $27,041 for labor and purchase of additional equipment and reagents for LAPROMED to ensure their ability to successfully produce and manage the quality control of its ORS. The additional quality control equipment and their anticipated benefits included:

(1) Dust extractor: to prevent dust from highly corrosive products from entering into the main air system, thus extending the life of the air conditioning system.

(2) Mixer (600-liter capacity): to provide cost savings for quality control tests per batch and increase annual production capacity.

(3) Electronic analytical balance: to provide a scale with the capacity for 0.1 mg resolution to comply with WHO/CDD/SER/85.8 quality level.

(4) Polarimeter: to reduce the amount of reagents required for glucose assays, thus helping to control analysis costs.

USAID/Guatemala issued a contract amendment expanding the list of equipment to be purchased for LAPROMED and adjusting budget line items as appropriate.

In May 1993, permission was requested and received from the Mission to transport the UPI form-fill-seal machine from Guatemala to Houston. Transport of the equipment to Houston was necessary because the conversion required significant changes which UPI could not complete in Guatemala. Conversion of the UPI machine was completed and the equipment was shipped back to Guatemala in September. As indicated in the contract, a technician from UPI will go to Guatemala prior to production start-up to install and train LAPROMED staff in the use and maintenance of the form-fill-seal machine.

In August 1993, Transportation Source Waiver No. 93-067 was secured from the Transportation Division of the A.I.D. Office of Procurement to expand the flag of registry eligibility requirements under the contract. Specifically, the waiver was granted to allow for the air conditioning equipment to be shipped under Liberian flag in order to allow the system to arrive in Guatemala sufficiently in advance to ensure its

installation and validation within the construction process prior to the scheduled start up of ORS production.

Overall, significant efforts were expended during the reporting period on the procurement of materials and equipment for LAPROMED. Technical specifications for the materials and production, quality control, and air conditioning equipment were developed by PATH technical and procurement staff, as appropriate, with input from the architect-engineer, PATH consultant Steve Fay, and LAPROMED. Invitations to Bid were issued where required.

By the end of the reporting period, all items had been procured and coordination of shipments were ongoing for delivery in Guatemala in early October. Quality control equipment was inspected in Seattle prior to shipment to Guatemala. Sr. Roberto Gonzáles of USAID/Guatemala assisted in facilitating duty exemptions and customs clearance. It is anticipated that, as applicable, all equipment and materials will be received, inspected, installed, and validated for production start-up in late October/early November 1993. Follow-up assistance, as needed, will be provided by the procurement staff after the ORS production start-up.

Objective #5: Subcontract a local (Guatemala City) engineering company highly experienced in industrial construction and experienced in sterile or penicillin areas to remodel the area at the USAC to conform to recommendations made by the Head of the Department of Registry and Control of Medicines, Supervision Section of the Ministry of Health

During the previous reporting period, PATH entered into a General Construction/Construction Management contract with Arquitecto Pelayo Llarena, Sr., (referred to as APLC) for the purpose of securing the services of an architectural engineer to carry out and manage the remodeling work to be completed at the LAPROMED facility. APLC worked with PATH throughout the current reporting to secure labor, necessary contractors, materials, etc. for the remodel of the LAPROMED facility. Details regarding the remodel/construction work carried are provided in Objective #6.

Objective #6: Supervise the work performed by the engineering firm and any other subcontractors employed.

APLC provided daily supervision and coordination of the remodeling and construction work carried out at the LAPROMED facility and submitted progress and financial reports to PATH each month for the period April 1993 through September 1993 (see Attachment F). Overall management and guidance for the work was provided by H. Zardo both from Seattle and in-country on a continuous basis throughout the reporting period. Lic. Gálvez, LAPROMED, continued to oversee the activities of APLC and its subcontractors on a daily basis as well. Construction work continued on schedule and necessary field adjustments were made as appropriate throughout the reporting period. Details regarding progress on the construction work are provided in APLC's monthly progress

reports. Details regarding building inspections by PATH and ongoing adjustments and considerations discussed can be obtained in the trip reports prepared by H. Zardo for visits in April, May, July, August, and September and submitted to USAID/Guatemala.

Two additional amendments of APLC's contract were issued during the reporting period to incorporate changes to the Specifications and/or Quantifications. Amendment No. 2 was issued for modification to the scope of work and additional costs for vinyl flooring in the QC area on the second floor of the LAPROMED facility. Costs for this additional work were offset by savings from the suspended ceiling (per Amendment No. 1). Amendment No. 3 was issued to document updated costs and detail for windows to be installed at the LAPROMED facility. Projections for the overall costs for the construction work remains with the original projected budget.

Significant efforts were expended throughout the reporting period by PATH, LAPROMED, USAID/Guatemala, and PATH's local attorney, to obtain a long overdue "numero patronal" from the IGSS (Guatemalan Social Security Institute). IGSS issued the numero patronal for the project in September 1993.

Objective #7: Provide to LAPROMED quality control lab validation, equipment installation, plant validation, troubleshooting, quality assurance audit and quality control sampling phase progression, and a marketing and distribution plan.

Significant efforts were expended throughout the reporting period on the collaborative development of ORS production and quality control manuals; methods, policies, and procedures; standard operating procedures (SOPs); job description; and forms. Details regarding the collaborative process with LAPROMED can be obtained in the trip report prepared by H. Zardo for visits to Guatemala in April, May, July, August, and September and submitted to USAID/Guatemala. It is anticipated that prior to ORS production start up in late October/early November the documents listed below will be developed in draft form for implementation and modification by LAPROMED as it undertakes ORS production and quality control. All final documents will be available in both English and Spanish. Draft copies will be provided to USAID/Guatemala for review and comment as required in the contract.

(1) Standard Operating Procedures Manual
(2) ORS Quality Control Manual
(3) Validation Protocol Manual
(4) Production and Quality Control Forms
(5) Operations Manual
(6) Quality Assurance Policies and Guidelines Manual
(7) Quality Assurance Audit Manual

ADMINISTRATIVE REPORT

Expenditures

Cumulative project expenditures during the report period total $454,012.45 ($449,517.27 expenditures plus $4,495.18 fixed fee). Attachment G is a summary expenditure report providing a breakdown of expenditures against budgets for each contract budget categories. An explanation of expenditures by each contract budget category is provided below:

- Salaries

  Expenditures in the budget category for the reporting period total $85,256.04. The expenditures reflect salaries and staff leave incurred for only the professional staff included in PATH's proposal and/or specifically approved by USAID/Guatemala and administrative support staff.

- Fringe

  Expenditures in the budget category for the reporting period total $24,560.52. The expenditures reflect fringe benefits based on a percentage (29.5 percent) of the total salary and staff leave incurred during the reporting period.

- Consultants

  Expenditures in the budget category for the reporting period total $320. The expenditures reflect fees for assistance provided by consultant Stephen Fay with regard to air conditioning requirements.

- Travel and Transportation

  Expenditures in the budget category for the reporting period total $17,126.22. The expenditures reflect airfare, per diem, and miscellaneous expenses associated with travel to Guatemala to carry out project work. Attachment F provides a summary of travel during the reporting period.

- Other Direct Costs

  Expenditures in the budget category for the reporting period total $30,504.55. The expenditures reflect other direct costs to the project such as copying, telephone, fax, express mail, postage, etc. Also included in this budget category is the "facilities" allocation, based on full salary (salary, staff leave, and fringe) incurred during the reporting period.

- Equipment and Materials

  Expenditures in the budget category for the reporting period total $108,261.14. The expenditures costs incurred to date for equipment and materials, freight, insurance, etc.

- Contracted Services

  Expenditures in the budget category for this reporting period total $1,049.34. The expenditures reflect payment for artwork related to the new package name, instructions, and design for LAPROMED's ORS product.

- Subcontracts

  Expenditures in the budget category for the reporting period total $135,681.20. The expenditures reflect payments as follows: APLC ($111,208.70); IDEAS ($22,553); IMS/Asserta ($1,811.50); and attorney services ($108).

- G & A

  Expenditures in the budget category for the reporting period total $48,758.26. The expenditures reflect an indirect cost based on 33.9 percent of modified total direct costs.

- Fixed fee

  Expenditures in the budget category for the reporting period total $4,495.18. The fee is based on one percent of total project expenditures.

Two contract amendment were issued by USAID/Guatemala during the reporting period. The first amendment expanded PATH's existing scope of work and provided additional funds, in the amount of $15,619, for researching, designing, and testing a new LAPROMED ORS product name, instructions, and package design. The second amendment allowed for procurement of additional equipment and provided additional funds in the amount of $24,297. Overall, the contract budget was increased from $1,461,606 to $1,501,522. (Note: The budget line item allocation provided in the <u>second</u> contract amendment inadvertently reflected all costs other than "equipment" in the salary line item. It is anticipated that a new contract amendment will be issued during the next reporting period to reflect appropriate allocations.)

Personnel Employed

Personnel employed during the reporting period included only the professional staff included in PATH's proposal and/or specifically approved by USAID/Guatemala and administrative support staff.

Foreign Nationals

No foreign nationals were trained under the contract during the reporting period.

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ATTACHMENT A

NGO ORS Distribution List

NGO ORS Distribution List

Organization	Annual ORS Distribution	Department	Municipality
Alianza (Save the Children)	2,000 (1992) 8,000 (1991)	Guatemala	Colonia, Zona 18
		Baja Verapaz	Elchol
		Santa Rosa	Ixguatan
		Jalapa	San Luis
		San Marcos	Sipacapa
		Huehuetenango	San Rafael, San Miguel
		El Quiché	Nebaj, Ixcan, San Andres, Sajabaja
ANACAFE	30,000 (in 18 mos. in 1991-92)	Santa Rosa, A.ta Verapaz, Huehuetenango, Quetzaltenango, San Marcos, Jalapa, Baja Verapaz, Suchitepéquez, Esquintla, Sololá, Retalhuleu	
APROFAM	100,000	All departments	
CARE	5,000 (1991)	Huehuetenango	Valeton, V. Alicia, Las Posas, Santa Isabel
		El Quiché	Chacaya
		San Marcos	Santa Rosales, Altos, Trapiche, Agua Tibia, Tuiquinque
		Alta Verapaz	Chialli, Valparaiso, Chioya
		Izabal	Quehrada Grande

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Organization	Annual ORS Distribution	Department	Municipality
(CARE continued)		Zacapa	Santa Rosalia, Honda
		Quetzaltenango	Nueva Independencia
		Chiquimula	El Moral, Tesoro Abajo, La Ceibita
		Jalapa	Gracias a Dios, Arahizapo
Caritas (Diocese Guatemala City)	6,000	Guatemala	Mixco, Guatemala, Santa Catarina, Pinula, San Raymundo
		Santa Rosa	Nueva Santa Rosa, Tasisco, La Libertat, Guatacapan, Santa Cruz Narango
		Sacatepéquez	Pastores, San Antonio las Huertas, Aguas Calientes
Catholic Relief Services	20,000	Guatemala, Baja Verapaz, El Progreso, Izabel, Zacapa, Chiquimula, Santa Rosa, Jalapa, Jutiapa, Sacatepéquez, Chimaltenango, Escuintla, Sololá, Totonicapán, Quetzaltenango, Suchitepéquez, Retalhuleu, San Marcos, El Quiché	
Christian Children's Fund	100,000	Guatemala	Guatemala, Mixco, Palencia, San José del Golfo, San Raymundo, Santa Catarina Pinula

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Organization	Annual ORS Distribution	Department	Municipality
(Christian Children's Fund continued)		Sacatepéquez	Antigua, Santa Maria de Jesús, San Antonio Aguas Calientes, San Miguel Dueñas, Santa Catarina Barahona, Jocotenango
		Chimaltenango	San José Poaquil, San Martin Jilotepeque, San Juan Comalapa, Tecpan-Guatemala, Patzun, Zaragoza
		Sololá	Sololá, Sta. Maria Visitación, Sta. Lucia Utatlán, Nahualá, Sta. Catarina Ixtahuacán, Sta. Clara La Laguna, San Lucas Tolimán
		Totonicapán	Totonicapán
		Quetzaltenango	Quetzaltenango, San JuanOstuncalco, Cantel, Sn. Fsco La Union, El Palmar, Coatepeque
		Huehuetenango	Huehuetenango, Chiantla, Nentón, La Democracia, Aguacatán
		San Marcos	Comitancillo
		Baja Verapaz	Salamá, San Miguel Chichaj, Rabinal, Cubulco
		Alta Verapaz	Panzós, Tucurú
		Izabal	Puerto Barrios, Livingston, El Estor, Morales

Organization	Annual ORS Distribution	Department	Municipality
(Christian Children's Fund continued)		Chiquimula	Ipala
		Jutiapa	Asunción Mita
		Zacapa	Teculután, Usumatlán
		Petén	San Benito, Sta. Elena, Sayaxché, Melchor de Mencos, San Luis, Poptún
		Jalapa	Jalapa
		Santa Rosa	Chiquimulilla
		Retalhuleu	Champerico, El Asintal, San Felipe Retalhuleu
		Suchitepéquez	Chicao
Project Concern	1,700	Sololá	Sta. Atitlan, San José, Chaya, San Juan la Laguna, Patanatic
Project Hope	15,600 (1992) 44,150 (1991)	Totonicapán	All Municipalities
REDH	7,000	Retalhuleu	San Carlos, Baquilito, Coapepe, Las Pilas
		El Quiché	Chichicastenango
Salvation Army	2,000	Guatemala	Tierra Nueva, Mixco, Mesquital, Zona 1, Satelite, Limón, Maya
		Chimaltenango	Chimaltenango, Tecpan
SOJUGMA	1,000 (1992)	Alta Verapaz, Guatemala, Chiquimula	

Organization	Annual ORS Distribution	Department	Municipality
Vision Mundial	18,000	Guatemala	Chinautla, Canalitos, Sacojes, Mixco, San Juan, Sacatepéquez, San Raymundo
		Zacapa,	Zacapa, Gualan
		Chiquimula	Chiquimula, San Jacintyo, Jocotan, Camotan
		Santa Rosa	Barberena, Cuilapa
		Jutiapa	Moyuta, Jutiapa, Asunción, Mita, San Luis
		Sacatepéquez	Sacatepéquez
		Chimaltenango	Izapa, Conalapa, Patzun, San Martin, Tecpan, Sta. Apolonia
		Escuintla	Palin, Más Agua
		Sololá	Nahuala, San Juan, San Marcos, La Laguna
		Totonicapán	Totonicapán
		Quetzaltenango	Quetzaltenango
		San Marcos	Majacatan, Catarina, Comitancillo, San Lorenzo, Tejutla
		Huehuetenango	San Juan, Atitlan, Chiantla

ATTACHMENT B

Letter to Dr. Chang, June 11, 1993

path
Program for Appropriate Technology in Health

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June 11, 1993

Dr. Jorge Chang
Project Officer
USAID/Guatemala
Plaza Uno, 1a Calle 7-66
Zona 9
Guatemala City 01009
GUATEMALA

Dear Jorge:

The purpose of this letter is to update you concerning the current quantitative and qualitative research and ORT program recommendations of the LAPROMED project. This letter includes a summary of our conclusions to date, proposed actions and strategies, and requests for information and advice from the Mission. We have also included a proposed scope of work for a field visit during which we would begin to carry out the next phase of work.

We recognize that the timing for undertaking many of these activities, especially conducting a field visit, is completely dependent on the resolution of the current political situation in Guatemala and that key decision makers will no doubt have changed. Nevertheless, we would like to review these plans with you and prepare several contingency plans so that we can continue our work on this important project as quickly as possible.

Status of Activities and Summary of Conclusions

1. All qualitative field research has been completed. PATH has reviewed draft reports, has transmitted comments to IDEAS, and is awaiting final reports. The research suggests several ways in which the Ministry of Health can strengthen its ORT program, especially in the areas of treatment norms, training, and promotion. The research also indicates additional ways for LAPROMED and the Ministry of Health to work together to optimize the efficiency and effectiveness of ORS distribution and promotion.

WHO Collaborating Center on AIDS WHO Collaborating Center for Hepatitis B Vaccination
WHO Collaborating Center for Research in Human Reproduction

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2. All quantitative information concerning ORS inventories in the public sector have been collected, and we intend to update this information during each field visit. As you know, based on our assessment, we concluded that ORS inventories from UNICEF and A.I.D. are sufficient to satisfy the country's needs into early 1994. We have already recommended that USAID/Guatemala cancel any requests for additional ORS shipments from A.I.D./Washington Central Procurement.

3. Market research reports concerning private sector sales of oral rehydration products have been collected and will continue to be received and reviewed for the next eighteen months. This information will allow us to monitor the overall market for oral rehydration products in Guatemala.

4. Field interviews with private sector ORS producers and distributors and interviews with NGOs working in the health sector have been completed and the results analyzed. The NGO interviews indicate a significant ORS distribution potential as well as the need/requirement for LAPROMED to supply ORS to the NGO sector. UNICEF and/or the Ministry of Health would be required to purchase the ORS supplies for distribution by NGOs, as few of the NGOs purchase ORS using their own funds.

Recommended Strategies

Based on the information gathered and analyzed to date, we prepared a detailed market assessment and marketing plan for LAPROMED. This is being reviewed internally and will be forwarded to USAID/Guatemala in draft form.

The plan indicates that LAPROMED's primary market will be the Ministry of Health, with the NGO sector being a secondary target. The plan suggests specific activities that LAPROMED and the Ministry of Health can undertake to increase the efficiency of the current ORS supply and distribution system in Guatemala. The objective of the proposed activities is to provide ORS to the Ministry of Health through LAPROMED in such a way that it adds value and benefit to the overall program. In particular, we believe that LAPROMED can add value to the Ministry of Health's efforts by:

- Providing short-term product storage so that the finished ORS does not always have to pass through the Ministry of Health's warehousing system. This would enable the Ministry of Health to have product picked up directly from LAPROMED and taken to the field by the health areas.

- Developing a system for undertaking periodic field audits of ORS inventories and ORS use at Ministry of Health hospitals, clinics, and health posts. This would significantly improve the quality of the field information the Ministry of Health receives and over time help the ORT program. We believe that university students could undertake this activity as part of their pharmaceutical and/or business training.

- Helping to rationalize the distribution system by placing priority on the most densely populated health areas in the country. Based on PATH's analysis of historic distribution data, population, and diarrheal disease reporting from the health areas, we have categorized the health areas into A, B, and C areas. We believe that LAPROMED can continue to work with the Ministry of Health to establish inventory and distribution plans for the various health areas that will minimize the number of orders and keep transportation and logistical costs as low as possible, while serving all of the health areas in the country.

To implement this plan, several key steps must be followed:

1. First, we must review and discuss the marketing plan in detail with the director of LAPROMED. We would do this during our next field visit. We would ensure that LAPROMED's managers have the opportunity to review the plan in written, draft form in advance of our field visit.

2. Second, following discussion and revision of the plan with LAPROMED, PATH and LAPROMED would, together, present the highlights of the plan to the Ministry of Health. We would present the plan to Dr. Marco Donis and his staff, Dr. Eduardo Catalán of the cholera program and his staff, and their counterparts from the procurement office of the Ministry of Health. You may be able to suggest others whose presence would be important at any such meetings, for example, a high-placed representative of the Ministry of Finance or a representative of another level of authority within the Ministry of Health. The primary objectives of the presentation to the Ministry of Health would be to obtain concurrence on the need for and terms of a supply agreement between LAPROMED and the Ministry of Health, and to establish the steps to be taken to draft, review, finalize, and sign a supply agreement.

3. At that time we would also present the results of the qualitative field research conducted by IDEAS and our recommendations to the Ministry of Health concerning the actions that the Ministry of Health can take, independent of LAPROMED, to improve the distribution and use of ORS and the overall ORT program.

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4. The establishment of the supply agreement is at the core of our strategy. To make LAPROMED sustainable and provide maximum value to the Ministry of Health, the Ministry of Health must be committed to purchasing specified quantities of ORS from LAPROMED at pre-determined times throughout the year. While there is an existing agreement between the Universidad de San Carlos/LAPROMED and the Ministry of Health, this is only a starting point. Thus, a critical aspect of the marketing plan is the development of a detailed supply agreement between LAPROMED and the Ministry of Health that details the step-by-step implementation of the broader agreement. The agreement would cover price; delivery schedules; quantities; responsibilities for warehousing, shipment, and delivery of product; and other pertinent items. The active involvement of representatives of the Ministry of Finance and Drs. Donis' and Catalán's counterparts in the procurement and/or contracting divisions is thus crucial to the success of this strategy.

5. We would also review with the Ministry of Health the details of the proposed schedule for production and delivery of specified quantities of ORS, and the A, B, and C (see Attachment) approach to servicing the health areas.

Scope of Work for Next Field Visit

Tentative dates: July 12-23, 1993
Travelers: Fletcher Catron and Sara Tifft

1. Review draft marketing plan with LAPROMED; revise and present the plan to the Ministry of Health.

2. Review the information and education components of the cholera program to determine which activities were most successful, why, and which activities are ongoing.

3. Conduct site interviews and site visits with Jefaturas de Area of the seven largest health areas of the country (the "A" areas). The purpose of the visit is to determine how and with what resources the areas pay for and manage the logistics of transporting and distributing ORS from the central to the area and district levels.

4. Review the possible role of FUNDAC in the administration of LAPROMED's procurement, collections, and payroll.

5. Present draft marketing plan and IDEAS report to USAID/Guatemala.

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Questions for USAID/Guatemala

In addition to your general comments on this plan, we would appreciate receiving the following information from or through your office:

1. You said that a line item has been included in the Ministry of Health's budget for calendar year 1994 for ORS purchase. Can you advise us what the budgeted amount is?

2. Do you know of any other public sector supply arrangements that are in place in Guatemala similar to that envisioned between LAPROMED and the Ministry of Health? If so, please indicate who we might contact to learn more precisely how these arrangements work. This is particularly needed in case relations between the governments of United States and Guatemala are not fully reestablished until the time of this visit and/or the production start-up.

3. Is it possible to obtain any sample supply agreements or contracts between the government and public or private sector suppliers/vendors?

4. Who would be most appropriate to involve in these plans from the Ministry of Health's procurement or contracting division? How might we learn more specifically the nature of the steps taken to develop a supply agreement?

We look forward to your comments and response. Thank you in advance for your time.

Sincerely,

Sara

Sara Tifft
Department Deputy Director
Technology Promotion

ST:msm
cc: Dr. Patricia O'Connor, USAID/Guatemala
Attachment
STL02776

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Priority List of ORS Departments in Guatemala

Department by population+	Population under 5	% of total under 5 Pop.++	Cases treated in 1991	% of total cases treated
"A" Sites - 61,000-142,000				
(Note: "A" Sites comprise approximately 60% of all children under age 5.)				
Huehuetenango*	131,111	8%	57,909	10%
Guatemala Sur	142,003	9%	15,071	3%
Guatemala Norte	108,010	7%	14,839	3%
San Marcos*	117,970	8%	54,146	9%
Quiche*	102,907	7%	37,729	6%
Alta Verapaz	102,481	7%	26,935	5%
Quetzaltenango*	95,224	6%	42,950	7%
Escuintla*	85,115	5%	36,847	6%
Suchitepequez	62,099	4%	31,972	5%
TOTAL	946,920	60%	318,398	55%
"B" Sites - 50,000-60,999				
Jutiapa*	60,430	4%	38,211	7%
Chimaltenango	58,927	4%	21,013	4%
Izabel	56,464	4%	19,030	3%
Totonicapan	54,463	3%	22,518	4%
TOTAL	230,284	15%	100,772	17%
"C" Sites - Less than 50,000				
Peten	45,336	3%	14,196	2%
Solola	43,262	3%	13,133	2%
Retalhuleu	41,307	3%	21,177	4%
Chiquimula	42,234	3%	15,379	3%
Santa Rosa	39,494	3%	31,158	5%
Amatitlan	38,270	2%	7,981	1%
Baja Verapaz	36,650	2%	10,834	2%
Jalapa	33,627	2%	20,358	3%
Sacatepequez	29,739	2%	8,385	1%
Zacapa	26,317	2%	10,557	2%
El Progreso	13,951	1%	10,029	2%
Ixcan	5,087	0%		0%
TOTAL	395,274	25%	163,187	28%
Total Population under 5 =	1,572,478	100%	582,357	100%

+ Estimacion de Necesidades de Sobres para TRO Division Materno/Infantil, Ministerio de Salud Publica, 20 de Septiembre de 1990.

++ Informes Mensuales/Anuales de TRO (F-9) de las areas de salud/Unidad de Informatica/D.G.S.S.

FCV02825

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Analysis of Data

The following departments comprise the "A" list for population totals, and contain 60% of the total "under 5" population in all Guatemala, making them priority areas for efficient ORS service delivery in the country.

Huehuetenago
Guatemala Sur y Norte
San Marcos
Quiché
Alta Verapaz
Escuintla
Suchitepequez
Quetzaltenango

Priority diarrheal disease areas in Guatemala appear to be those departments with both the highest population of children combined with the highest percentage of reported and treated cases of diarrheal disease. These areas are marked with an asterisk on the table above.

These areas are:

Huehuetenango
San Marcos
Quiché
Quetzaltenango
Esquintla
Jutiapa

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ATTACHMENT C

Letter to Dra. Lucrecia de Fuentes, C&M, July 28, 1993

TRANSLATION:

July 28, 1993

To: Dra. Lucrecia de Fuentes

Fr: S. Tifft

Re: Availability of ORS in Guatemala

Dear Lucky:

Following is a quick analysis of current availability of oral rehydration salts (ORS) in Guatemala. Please share a copy of this fax with Drs. Catalan, Donis, Moran and Urrutia.

As you and the colleagues mentioned above know, I promised to send this analysis after our conversation on Friday, July 23 with Drs. Catalan and Urrutia regarding the current stock of ORS, and the question of the possibility of additional donations of ORS during the remaining months of 1993 and/or the beginning months of 1994. I understand that you are meeting this afternoon to review these points in more detail. I hope this fax arrives on time and helps you with the analysis.

General Summary

1. There are two sources of data on the current stock of ORS at the central level of the public sector in Guatemala:

   a. the ORS supply records of the ORT program from the Maternal Child Health Department.

   b. the ORS supply records for the Disasters Unit from the Cholera program.

2. The ORS sachets from the ORT program are mainly donated by UNICEF; the ORS sachets from the Disasters Unit are donated by AID.

3. For the moment, what is important is the sachet stock and the quantity that exists. For this analysis, it does not matter if they are from UNICEF or AID; it does not matter where they are stored; and it does not matter if they are supposedly designated for special groups such as NGOs. As we discussed, you along with AID and UNICEF must decide the appropriate destination for the ORS sachets that remain.

4. Current Stock of ORS sachets, ORT program:

Code: 44003 File: Lapromed

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Supply record to 07/02/93:	50,400
Sachets returned to ASINDES/ONG to 06/23/93	120,000
UNICEF delivery to 07/20/93	100,000
Total ORT	270,000

5. Current supply of ORS sachets, Disasters Unit:

Supply records 07/23/93:	530,000
Total Disasters	530,000

6. Current stock of ORS sachets, ORT program and Disaster Unit, central level: 800,400

ORS Distribution

As you know, the stock of the 800,400 ORS sachets at the central level does not mean that they are the only ORS sachets available in the country. We know that there are quantities of ORS in the Health Areas and in their respective center and health posts, as well as with the NGOs and other groups, even though we do not know the current sachet inventories that exist in those non levels of the system. In order to calculate the possible quantities that exist in the Health Areas and other sites, I prepared the attached analysis of distribution of sachets to various sites in the country.

As you can see, the attached chart indicates 26 categories that receive ORS: 24 health areas; NGOs; and others. I organized this data using the information available through the ORS supply receiving and disbursement records for the ORT program and the Disasters Unit. I decided to organize the information for distribution of sachets by the ORT program since September 1992 to July 1993 to cover a period of approximately one year; and I organized the information for distribution of sachets by the Disasters Unit from January July 1993, because this is the only information available at the moment.

It is obvious that this analysis indicates that each one of the Health Areas has received quantities of ORS during the past months. The distribution on the part of the Disasters Unit had been very aggressive, and has been continuous and constant since January 1993 to date.

Also, the supply records indicate the dates of disbursement of ORS. Because of this we know that some Health Areas received as many as four shipments of ORS in the last seven months.

The records indicate that the quantity of sachets delivered each time varied between 8,750 and 85,000, although the most common shipment size per delivery was 10,000 to 20,000 sachets.

Code: 44003 File: Lapromed

It was also noted that almost 500,000 ORS sachets were delivered to various NGOs. As we already discussed, we have to determine the final destination and use of those sachets that go to the NGOs, since the NGOs sometimes cover very specific groups and communities.

General Conclusion

Given the aggressive distribution during the last seven months and the probability that many of the Health Areas already have ORS supplies, it is my opinion that you will find that may Health Areas already have sufficient amounts of ORS, and/or available supplies for their center and health posts. Also, given the current stock in the central level of more than 800,000 ORS sachets, it is my opinion that additional ORS donations will not be necessary during 1993, unless you decide that the cholera epidemic will be severe. From my point of view, the main question is where to distribute the sachets that remain, so that the Health Areas that have fewer amounts of sachets and greater need receive what they need for the remaining months of 1993.

As you know, we are very confident that the production of ORS by LAPROMED will be up and running by the beginning of 1994, and that the Government will buy the sachets for the public sector programs. However, perhaps you will want to store a certain amount of sachets as a "security cushion" until March 1994, in case there is an imponderable situation.

I hope this analysis is helpful. Please note that some of the quantities are not exact because I had to review the data quickly. However, I think the amounts and conclusions are realistic.

With nothing more for now.

Sincerely,

S. Tifft

Code: 44003 File: Lapromed

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ORS DISTRIBUTION ANALYSIS FOR PUBLIC SECTOR

Sent to	ORT Program (September 1992-July 1993)	Cholera Program (January-July 1993)	Total
Health Areas:			
Guatemala Norte		75,000	75,000
Guatemala Sur		70,000	70,000
Baja Verapaz	40,000	8,750	48,750
Alta Verapaz		46,250	46,250
El Progreso	40,000	10,000	50,000
Izabal	30,000	20,000	50,000
Zacapa	26,000	30,000	56,000
Chiquimula	30,000	30,000	60,000
Santa Rosa	28,000	20,000	48,000
Jalapa		20,000	20,000
Jutiapa	50,000*	20,000	70,000
Sacatepequez	9,000	33,750	42,750
Escuintla	50,000	60,250	110,250
Sololá		25,025	25,025
Totonicapan	26,000	13,750	39,750
Quezaltenango		43,750	43,750
Suchitepequez	30,000	120,000	150,000
Retalhuleu	26,000	50,000	76,000
San Marcos	50,000	31,250	81,250
Huehuetenango		66,250	66,250
Quiché		70,000	70,000
Petén		55,000	55,000
Amatitlan		35,000	35,000
Chimaltenango		50,000	50,000
NGO	35,238	445,000	480,238
Others**	24,012	45,725	69,737
TOTAL	494,250	1,494,750	1,989,000

* 50,000 to Jutiapa net; 70,000 were sent and the Area returned 20,000.
** "Others" includes homes, community groups, the Army, IGSS, D.G.S.S., etc.

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ATTACHMENT D

Letter from Dr. Octavio Morán, August 23, 1993

Translation:

August 23, 1993

Mercedes Alamilla, IDEAS

Regarding your letter of July 26, following is my response:

As I mentioned and reiterated, it would have been beneficial to have a meeting between the technical staff of the Maternal-Child Health department or with me and PATH-IDEAS as the conductors of the current study in Guatemala financed by A.I.D. This meeting would allow for a more advantageous and in-depth exchange regarding the issues presented in the preliminary report. Some of the data has already been helpful in a fragmented fashion in relation to the discussions held with PATH staff, Sara Tifft and Carolina Godinez, LAPROMED executives, C&M, Ministry of Disasters (currently in charge of ORS distribution to the areas). These discussions revolved around the production of ORS in the country, current availability (including current inventory in the country from studies done by C&M in the Health Areas), and plans for making the LAPROMED project viable, and over all emphasizing the economic-financial aspect. For the reason a commission consisting of various government entities and other institutions has been established.

First of all regarding production and government financial support for the purchase and payment of product, this permanent commission has been proposed to the MOH consisting of the following institutions: Maternal-Child health dept, A.I.D./C&M, Ministry of Finance, Planning Unit of MOH, Disaster Unit of DGSS, as well as some cooperating agencies such as, OPS/UNICEF, etc. by virtue of providing the local production of ORS and the donation of ORS.

Regarding the section on interviews, it is interesting to note the cross information that can be made with other studies like the quick studies done in the districts in the Areas of Quiche and Suchitepequez (Quality Assurance Project/Research Unit, MOH and INCAP), especially with regard to the knowledge of the personnel, education for mothers, and actual knowledge of the mothers after using the services. (As a side note, these findings by the method used have already been discussed and intervention methods have been proposed by the district teams of the Health Areas.)

It has been my experience that general data in research be known and analyzed quickly for the maximum utility in order to make decisions. Taking into account that in the "Introduction and Purpose" of the preliminary document, it is mentioned that over the long term PATH as a project will provide assistance to determine the present availability, distribution, and use of ORS in Guatemala, the necessary conditions and requirements for an effective ORT program, and conduct investigations to project anticipated need, I think it is very important to know about the research you have already done to understand the context of this PRELIMINARY STUDY. I recommend that a person from PATH/Guatemala or USA could follow this process more closely as part of the commission

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mentioned above and in coordination with the MOH/Department of Maternal Child Health and other A.I.D. projects (such as C&M/PRITECH) to avoid duplication and create a positive synergy in the intervention measures for the future.

Here are some more detailed observations of the document.

REGARDING DESIGN AND METHODOLOGY:

Even though it is mentioned that the study has been conducted in seven regions of the country, the number of services per region does not exceed four by region, suggesting doubts regarding generalizations about the findings as valid in a national context.

It is mentioned that during the study it was decided to not included hospitals due to the tendency to use intravenous treatments. Perhaps it can be assumed that this practice is not done in any hospital or that this practice could not be changed. But as an example, in the San Juan de Dios Hospital (Guatemala City) ORT is used (perhaps by including these services, it would have resulted in interesting data. This could be researched at a later point.)

Visiting one pharmacy per region, with a maximum of three, can also cause similar doubts, since there are approx. 1,380 private pharmacies.

Aside from these doubts, the data obtained presents very important aspects that require intervention measures.

SECTION A: DISTRIBUTION AND AVAILABILITY OF ORS THROUGH PRIVATE AND PUBLIC SERVICES IN GUATEMALA

In general it was determined that the consumer's demand is satisfied; however, in some areas the supply of ORS from the MOH is inadequate. This in general is true, and it requires the establishment of an effective distribution system according to the quantities listed in the central warehouse shipping cards (it seems as if all the areas have sufficient supplies). During a recent investigation by A.I.D./C&M officials, discrepancies were found in this data, in what was reported, and what was actually in the supply.

We must also take into account that the in many cases ORS is available in the areas but there is no local distribution system that permits the provision to districts and posts. Another discrepancy can be noted in the lack of recording of what is distributed through volunteers (TSR).

One important aspect to comment on is that this is presented as a "problem." The problem being that by not having ORS in the centers, "home remedies" have to be recommended (literal translation) (Page 11, 4th paragraph.)

This problem is significant since in Plan A for Treatment according to technical criteria and national standards (applicable to patients with diarrhea without dehydration) the recommend practice is precisely "home liquids" (rice water for example). This does not only educated mothers,

but does not make them depend initially on the ORS treatment. As the name indicates, this product is FOR REHYDRATION and not TO PREVENT DEHYDRATION. This is a concept that should be managed in conjunction with not suspending nutrition, mainly maternal lactation during episodes of diarrhea.

Regarding the responses in this area, it is interesting to note the responses from the different regions, but there is some lack of knowledge. The training of mothers and the use of ORS by health promoters is a practice that is offered in many services. Having transportation specifically for ORS and other supplies and increasing these is something that is not possible in the short term (the MOH only has 4 trucks for the entire country) and causes us to think about other coordination strategies that include the private sector.

The essential drugs program is something that is not available in the majority of the Health Areas. It is only available in Areas such as Solola/Totonicapan, and it would be worth it to evaluate national operation, not only thinking that by giving more gasoline it will facilitate the distribution of ORS on a local level.

In general, the national deficiency and the absence of a true distribution of supplies system is noted and should be implemented immediately.

Through A.I.D./C&M currently data analysis is being conducted from various sources to establish the critical points and present an adequate system of distribution. It would be convenient to count on the data from this study since it supports the necessary measures.

It is interesting that only APROFAM is mentioned as a NGO that distributes ORS. Of course there are others through the MOH and UNICEF, some of which are ASINDES, ANACAFE.

Regarding the discrepancy between the health workers and the mothers with respect to mothers who do not see problems in obtaining ORS, even more so when it is due to inaccessibility. Of course this is a problem to get to the establishment, but obtaining ORS is another situation and something that can be obtain thru private establishments, through NGO services, TSR health promoters, etc.

Another important technical aspect to comment on and which requires thinking about the need to EDUCATE mothers, it to believe that they usually use more of the ORS from the MOH because they are free. The truth is that it is the best formula (WHO/OPS) and any other combination is not adequate, especially those where you add sweeteners and which cost money for people with limited funds.

SECTION B PRESCRIPTION, PREPARATION, ADMINISTRATION AND USE OF ORS.

First of all I must comment on the discrepancy in the knowledge between institutional and pharmacy personnel. Even though quick interviews have noted deficiencies in the personnel, it is more worrisome in the more unfamiliar persons. One recommendation is to conduct a training session

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for pharmacy dependents, which is already considered in the National Sub program by the CED.

It is important to remind you that it is very easy to put together criteria for the so called WARNING SIGNS and the simplicity of the nomenclature of the classification of diarrhea.

An important aspect is to have determined that in many visited pharmacies they use ANTIDIARRHEALS. This is counteractive and can be more dangerous than beneficial.

The number of ORS that is prescribed does not seem to support the most adequate criteria (more so for the state of the patient by others).

Even though it does not happen in all cases, the prescription of ORS is accompanied with education for the mother in the services but not in the pharmacies. This is only more the reason to train personnel. Giving the medication (ORS) without educating the user has proven not to be the most appropriate method and the desired objective is not attained.

In general the findings lead toward the need for training health providers (institutional personnel) and pharmacy personnel as well as MOTHERS to correctly focus on the diarrhetic problem and use of ORT.

What is important is that mothers recognize the effectiveness of the treatment of ORS by mothers and rejection does not exist.

SECTION C: PACKAGING MATERIAL

It is logical to think that the foil packaging is preferred considering the responses given.

I do not wish to dwell on this point since it is more technical in terms of chemical-pharmaceutical.

I recommend that you contact LAPROMED executives which I understand received some recommendations on packaging on ORS by Dr. Juan Jose Urrutia, A.I.D. consultant (C&M).

SECTION D: IMPORTANCE OF IEC

It is interesting that on sub-urban services in the metropolitan region, do not have any material, in contrast to the northeast rural regions that is much further away and there seems to be a need for material. This could be due to material specifically for ORT, because material for diarrhea control and education material have been provided through A.I.D./UNICEF. We need to strengthen the centers and health posts because in all the regions and levels of urbanization, mothers say that is where the receive most of their information and services.

It is interesting that these same mothers demonstrate a preference to being instructed by people (more than any other medium). This reinforces the fact special attention should be given to the health education of users of the MOH services and more penetration is needed

through health promoters (of course this does not imply a low regard for radio spots).

Regarding the final section, since marketing is not my specialty, it is necessary to mention whether or not the product should have a commercial name. This topic was discussed before with LAPROMED and they initially did not care if it was called by the generic ORAL REHYDRATION SALTS. In the questions asked to mothers, they were only allowed to choose between "names" and the possibility of the generic name was never evaluated.

The comments above are all as a result of a quick review and may be items to keep in mind. I'm at your disposal if you have any questions regarding my review.

Finally, the information is valuable and more importantly should be analyzed and reviewed on different levels by the MOH as well as other organizations.

Sincerely,

Dr. Octavio Moran

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ATTACHMENT E

PATH response to Dr. Octavio Morán letter, September 23, 1993

TRANSLATION:

September 23, 1993

Dear Dr. Moran:

Regarding your letter to IDEAS, we appreciate your comments in the qualitative research for the LAPROMED project. As I mentioned during our telephone conversation last Tuesday, we appreciate your interest. We are honored by the attention you have given us.

Following are some comments on some valid and important points that you mentioned in your letter:

1. As I mentioned in our phone conversation, it would have been a good idea to meet more frequently with our colleagues from MOH, C&M and the Disasters Unit. As you know, unfortunately, our contract does not allow for a PATH person to be present Guatemala during the entire project. However, we understand that it would have been an advantage.

2. We think that the establishment of a Commission is an excellent idea. We believe it is necessary that LAPROMED coordinate its efforts with the MOH for optimum use of the project resources. We agree with your suggestion of involving some technical-financial organizations such as OPS, UNICEF, and AID in this commission. The LAPROMED's local production of quality and reasonably priced ORS is only valuable is the large ORS donations from international donors stops. One of the goals of the project, in the long term, was to replace these donations. With this in mind, LAPROMED will contact agencies such as UNICEF in order for them to be aware of the project and product.

3. Regarding previous field studies, we reviewed previous studies. It is always important to share information. We have suggested that the MOH, C&M and LAPROMED develop a system to measure and monitor ORS distribution, consumption and inventory at the Area level on a more regular basis (e.g., every two months). The EPS students at USAC may be able to help with the study being conducted by C&M and MOH, since they have ten students permanently in the field in 10 Health areas. We have recommended that the USAC and C&M work together on this effort.

4. Regarding your suggestion on having a PATH person participate more in the commission, as I mentioned before, we had not contemplated having a full-time person in Guatemala. LAPROMED's active participation in the commission is appropriate for the long term and for LAPROMED sustainability.

5. Regarding ORS distribution, the research shows that the distribution system and logistics need to be improved. For this reason, we suggest the close evaluation of the alternatives for ORS distribution, at least for the central level to the health areas. During my visit in July, we requested that LAPROMED get a quote for

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transport of ORS only "FOB" but also, "CIF". With this info the MOH can 1) evaluate the cost effectiveness of paying a little bit more per sachet and leave the distribution and logistics to LAPROMED and the transport company; 2) be assured that he products are reaching their destination; and 3) contribute to the success of the LAPROMED project. The question of distribution and logistics is vital, especially during this point in the project. As we discussed, if there is product but no means of getting it to the user, the project is useless. For this reason, we urge that you seriously evaluate the transport and distribution alternatives for ORS.

6. The qualitative research methodology we used in this study was based on the premise that it represents only the population covered. For this reason, we agree with you that if we are generalizing, it is possible to not do justice to all the groups. However, the results are valuable. The opinions are real, they represent beliefs, knowledge, attitudes and practices that can be a guide for making decisions and establishing priorities. The qualitative research enhances the quantitative research, and together the produce valuable data. This type of research is valuable for determining educational aspects, development of message and other areas of behavior.

7. Regarding liquid mixtures for rehydration, that is a good observation and we appreciate you comments. We will incorporate this idea.

8. The purpose of the study was to determine the use of ORS mainly in the public sector. For this reason, the study was structured based on the MOH organizational structure. Given the focus of the study, even though various NGOs work in different departments and municipalities of Guatemala, questions were not presented specifically regarding other NGOs. However, the mothers freely mentioned APROFAM as a distributor of ORS, probably due to the familiarity of this organization. Perhaps they did not mention other NGOs because the same NGOs distribute salts provided by UNICEF.

9. Regarding antidiarrheals, we agree that this is an important point and can cause problems if the recommendations for ORS are followed. Due to your interest, perhaps we should emphasize this more in the report.

Thank you again for your interest and comments.

Sara Tifft

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ATTACHMENT F

Arquitectos Pelayo Llarena & Colaboradores
Progress and Financial Reports

arquitectos pelayo llarena
& colaboradores
arquitectos e ingenieros
2a avenida nº 9-76 zona 1. guatemala c.a tel 20647

Guatemala, May 5, 1993.
Guatemala, 5 de mayo de 1993.

Ms. Jacque Holden
Administrative Officer
Technology Management Department
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Ms. Holden:

Attached you will find the PROGRESS REPORT for the Month of April 1993, the "Planillas", the Vouchers and a Disket from LAPROMED.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

RECEIVED MAY 07 1993

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April 1, 1993.

Most of the Gypsumboard is in place in the second floor where the Quality Control is located.

I decided to build a Syfon for the storm drains that we have to replace because the conexion with the gutter is not tight and we could have bad odors in the plenum.

April 2, 1993.

I got a call from PATH asking if I had gotten my second payment. I told Marisela that I had not received a notice from Banco UNO but that I would appreciate it if she couldsend me the copy of the deposit. She did.

The people of LAPROMED had been on vacation this week and will be the next one.

April 5, 1993.

At 5:00 PM.I got a call from PATH, Marisela wanted to know if I had received the deposit for the Fee. I did.

I also told her that the Monthly Report for March was being delivered by DHL.

We are still working on the drainage system of the two drains that we had to change.

At about 5:15 PM. Humberto Zardo called to tell me that PATH's Lawyers in Guatemala were preparing the Spanish version of the Contract and that they would be sending it to me. He will be coming the 13th. at about 6:00 PM. and will be staying at El Dorado Hotel. To prepare a meeting with the Electrical Subcontractors on the 14th. at 3:00 PM.

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April 6, 1993.

I talked to the Supervisor of the men that are installing the glass in the windows that were blown and reminded him to place the mouldings to support the glass.

Lic. Castellanos, the Lawyer that Path retained to make the LAPROMED contract came to the Office and gave me the Spanish version. I told him that he'll have it by the time that Humberto Zardo had arrived in Guatemala.

April 7, 1993.

I went to supervice the work in the morning because in the afternoon the legal holyday begins. We have continued with all the activities.

April 12, 1993.

Humberto Zardo is purchasing a Voltage Stabilizer and wants to know if the ones he is aquiring is compatible with the wiring that we designed. As per Humberto's request I called the Electrical Sub. to Fax his comments to Ms. Kendall of PATH.

I took the Schedule of Humberto Zardo's visit to Guatemala to Lic. Rodríguez of LAPROMED, he was not at his office but I left it with his secretary.

April 13, 1993.

Today the people of the steel trusses were at the site and tomorrow they will start to dismantle the wooden roof.

The electrical Subcontractor got all the electrical wiring from the old roof so the new roof can be installed. All this wires serve the part of the building that we are not remodeling. We did in one day so the classes that USAC teaches in that area would not be disturbed. We did not do this work during their vacation because we needed the OK from Lic. Rodríguez.

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& c o l a b o r a d o r e s
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April 14, 1993.

We met with Humberto Zardo at the construction. Along were Ing. Díaz andIng.Salnars, the Subcontractors of the Electricity. We discussed the project.

The work has continued in all the activities.

Ings. Salnars y Díaz sent us a letter from the Electric Power Co. who will charge Q. 23,311.02 to do the work required by the Plans, plus a Deposit of Q.5,000.00, and Q.16.05 for the connection.

April 15, 1993.

Againg we met with Humberto Zardo. The previous night rained so hard that water came in where we are putting the drywall partitions. Some of these partitions got wet at the base. We will check if it will be necessary to change these parts.

April 16, 1993.

At about 9:30 AM. Humberto Zardo and I, arrived at the Social Security Building. We wanted to find out what had happened with the petition that we made for the "Número Patronal".
We talked to two persons and they said that it was required a fotocopy of the Passport of the Representative of PATH. We gave them what they asked for and they said that they will answer in writting, soon.
Along with Humberto's Passport fotocopy, we also gave them AGAIN the letter from the RECTOR of USAC addressed to IGSS, saying that PATH has a contract with them to remodel the building; the fotocopy of the letter to Lic. Rodríguez of LAPROMED from PATH stating that PATH is the "Patrono"; and the Power of Attorney that PATH has given to Mr. Humberto Zardo.

We checked with the Subcontractor of the Partitions to find out if the humidity at the base of some partitions merited to be changed, he said that they were fine, no need for change.

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April 19, 1993.

I met with the Subcontractors of the AC. and of the Partitions to discuss how we were going to synchronize the different activities.

The people from PRECASA were taking down the wooden trusses that will be substituted by the metal ones.

April 20, 1993.

Humberto Zardo asked me to talk to Doctor Enrique Duarte of AID to see if he could do something about obtaining the "Número Patronal" from IGSS.
He asked for some information that I will send to him tomorrow.

We started making new holes in the concrete roof for the AC ducts.

We have continued working in all the fronts.

April 21, 1993.

I talked to Dr. Duarte of AID and sent him the following information: 1) Copy of the letter from the Rector of USAC to IGSS. 2) Humberto Zardo's Power of Attorney from PATH. 3) Copy of Humberto Zardo's Passport. 4) Copy of the letter from PATH to Lic. Víctor Rodríguez that among other things states that PATH has the responsibilities as "Patrono" of the Project.
Dr. Duarte said that he was transmitting this information to Dr. Alfonso Morales of IGSS to expedite the formalities.

At the construction I met with Lic. Gálvez and asked of him to write the "Acta" where he'll state that they have received al the wooden trusses, 14 in total, all the metal sheets: 33 of 9 feet long, 60 of 8 feet long and 48 of 7 feet long that equals 141. 13 rafters (one is still in place). 102.40 meters of cable(electrical) from the old project and 25.70 meters of old gutters.

PRECASA finished taking down the old roof trusses.

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April 22, 1993.

I was at the Construction in the morning and PRECASA had not started to put in place the Steel Trusses. Iwent to see Mr. Albino Buratti of PRECASA and complained about it, Mr. Buratti said that tomorrow at 8:00 AM he personally was going to check it and if necessary that he would change the crew.

We are building the wall in room 309, the one that will support the inside metal door.

I went to talk to the people of Carpintería Centroamericana, the ones that will make the doors and asked them to quote along with the doors,the Hinges, Locks, Stoppers and the authomatic door closers. They had not done this in the previous quotations.

April 23, 1993.

I was at 8:00 AM at LAPROMED expecting Mr. Buratti but he did not showed up.

While waiting, Lic. Gálvez told me that Architect Cárcamo of Servicios Generales of USAC wanted to make the inspection of the construction. I waited for him and at 10:08 AM he arrived at the job. I showed him everything we had done and the whys of every step. He was delighted and invited me to visit some of the works that he is doing on behalf of USAC. One of the maintenance job he is doing is a building that I designed some thirty years ago, it is the Auditorium of Agronomy, a Concrete Shell of 40.00 meters in Diameter.
It looks that we will be in good terms with Servicios Generales and Antropología e Historia. He wants me to give him the Cronogram that I send to PATH with the Monthly Reports.

PRECASA sent the steel trusses but one or two need to be shortened.

The new Electrical Boxes arrived at the Job, see Plan EL-2 24/29.

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April 26, 1993.

I went to see Mr. Albino Buratti of PRECASA, to ask him to activate the process of placing the metal trusses in place.
He promised that tomorrow he'll have two crews to do the job.
I want tho roof on before it start raining every day.

April 27, 1993.

I was at the Construction early in the morning and the people from PRECASA already had two trusses up and were in the process of hoisting the others up.

I went twice to AID to pick up the IVA checks for the suppliers.

I talked to Lic. Rodríguez and Lic. Gálvez. Lic. Gálvez showed me the draft of the "Acta" where they receive the materials mentioned in the April 21 Report.

April 28, 1993.

The Air Conditioning Subcontractors are making the Ducts in situ. The pictures show the number of Ducts ready to be installed.

I went to PRECASA again to stress the necessity to comply with the times of construction. They are the critical path because without the roof we cannot erect the walls nor place the Ducts for the AC.

April 29, 1993.

We have not received a word from IGSS nor from Dr. Enrique Duarte of AID.
If nothing happens by the end of the month, I would recomend to have PATH's Lawyers to start proceedings, other than the regular ones, for obtaining the "Número Patronal"

We have continued working in all fronts.

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April 30, 1993.

I went to PRECASA and Talked to Ing. Renato Buratti and told him to pick up the Trusses and to fix them at their factory because there are several things that have to conform with the plans.

The Subcontractor of the Electricity will work tomorrow that is Labor Day in Guatemala, they started to wire the conduits.

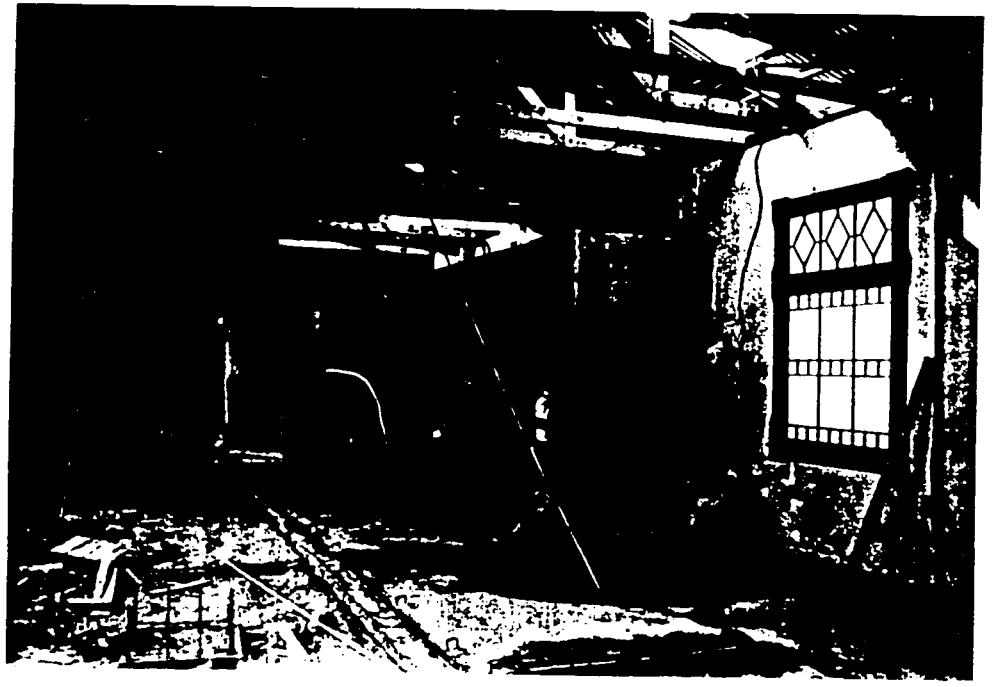
CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED.
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

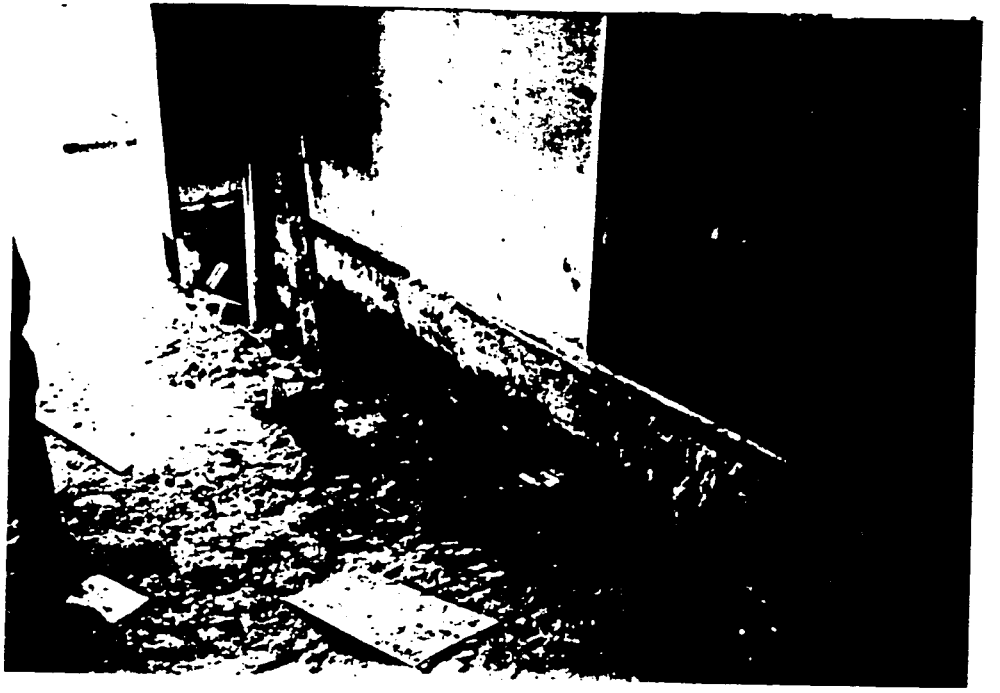
DESCRIPCIÓN.	TIEMPO MESES.	1	2	3	4	5	6	7	8	9	10	11	TIEMPO / COSTOS
DEMOLICIÓN	QUITAR PAREDES, PISOS, TECHOS EXISTENTES QUE SE INDIQUEN EN LOS PLANOS Y ESPECIFICACIONES. NOTA IMPORTANTE: La Universidad de San Carlos suministrará un lugar para depositar lo que quiera conservar. Nombrará a una persona responsable quien decidirá lo pertinente.												Q 23.000.00
MAMPOSTERÍA.	CIMIENTOS, COLUMNAS, PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO.												Q 30,219.74
PLOMERÍA.	AGUA FRÍA.												Q 1,054.94
	DESAGUES.												Q 4,047.26
	AGUA CALIENTE Y GAS PROPANO.												Q 4,950.86
	AIRE COMPRIMIDO.												Q 14,054.91
	EQUIPO HIDRONEUMÁTICO Y CALENTADOR.												Q 8,691.87
	AGUA DESTILADA.												Q 20,703.09
	ARTEFACTOS SANITARIOS.												Q 10,169.84
	INSTALACIÓN.												Q 11,406.93
TECHO de ACERO PRIMER PISO	ARMADURAS DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 212.00 m². CHIMENEAS.												Q 47,743.40
PISOS.	PISOS DE TERRAZZO PRIMER PISO.												Q 29,802.71
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												Q 2,006.95
PAREDES.	PAREDES DE TABLAYESO, PRIMER PISO.												Q 116,692.66
	PAREDES DE TABLAYESO, SEGUNDO PISO.												
ELECTRICIDAD.	ALAMBRADO Y CONEXIÓN DE MAQUINARIA Y EQUIPO.												Q 462,934.00
DUCTOS. AA (Equipo por otros.)	HECHURA Y CONEXIÓN A MANEJADORAS, INSTALACIÓN DEL EQUIPO Y SUMINISTRO DE DIFUSORES Y REJILLAS. PRIMER PISO. SEGUNDO PISO.												Q 125,175.08
TECHO de ACERO. TERCER PISO.	ESTRUTURA DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 72.00 m²												Q 15,135.15
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARÁN EN EL CORREDOR DEL PRIMER PISO.												Q 8,626.07
AZULEJOS.	SE COLOCARÁN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												Q 7,091.52
PUERTAS.	PUERTA ESPECIAL DE CAOBA, BARNIZADA, SOBRE 3ª CALLE.												Q 6,398.60
	27 PUERTAS SEGÚN PLANOS.												Q 93,025.80
	PUERTA ENROLLABLE TIPO PERSIANA DE METAL.												Q 3,580.15
CIELO SUSPENDIDO.	585.00 m² aprox. PRIMER PISO. SEGUNDO PISO.												Q 203,086.00
PINTURA.	PINTAR 450.00 m² DOS MANOS (=900.00 m²)												Q 17,519.86
MANO DE OBRA.	SE PAGARÁN TODAS LAS PRESTACIONES LABORALES.												Q 346,840.00
IMPREVISTOS.	10%												Q 161,395.02
RECEPCIÓN	RECIBIR POR "PATE" LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.												
													Q.1.775,354.01

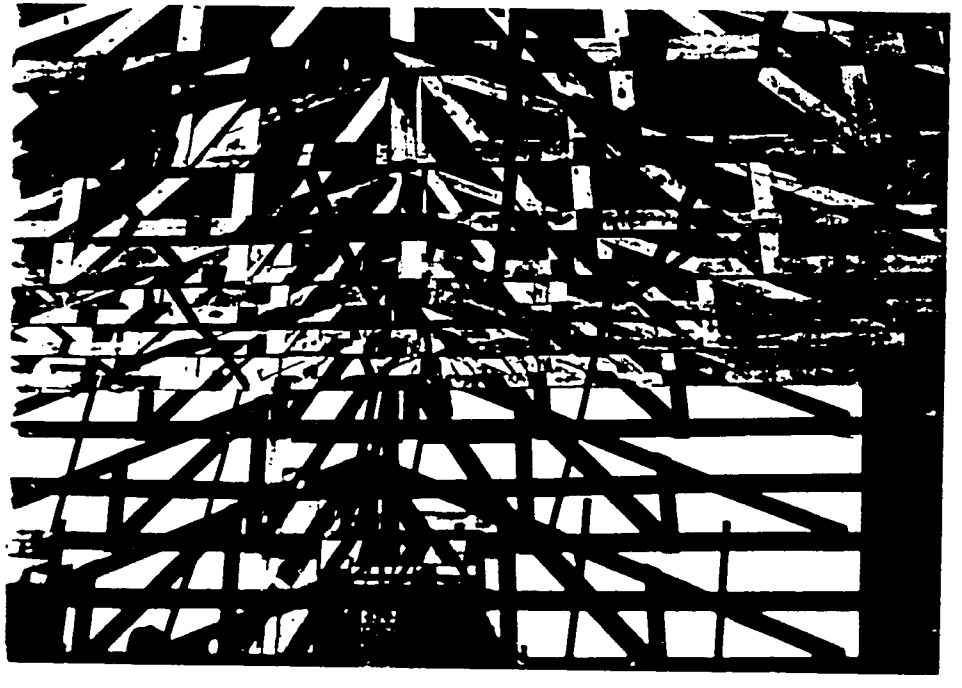
NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS

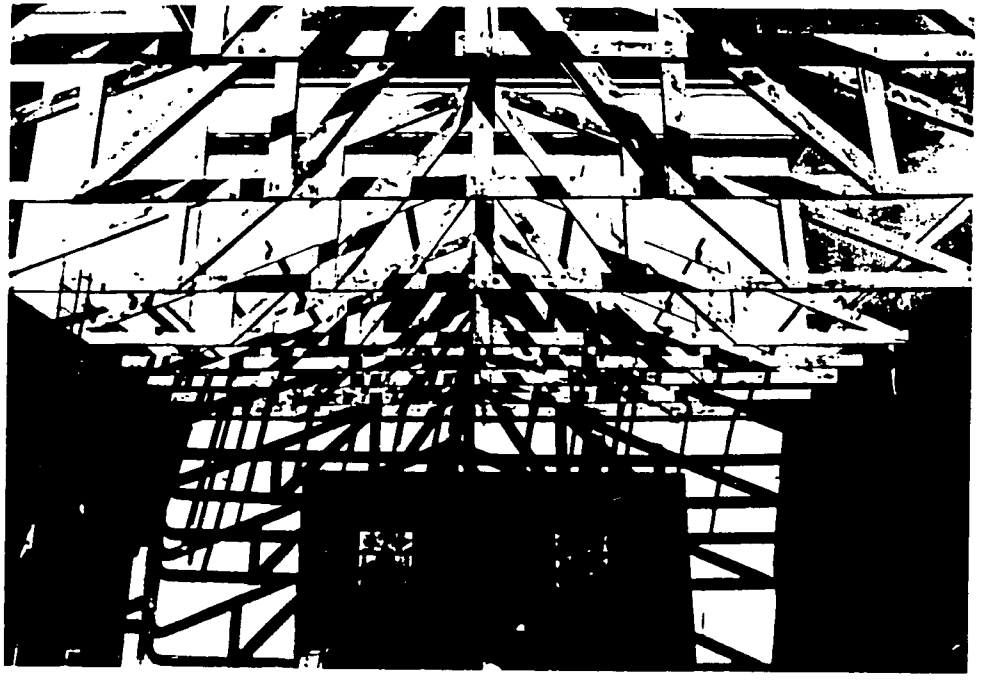
F-9

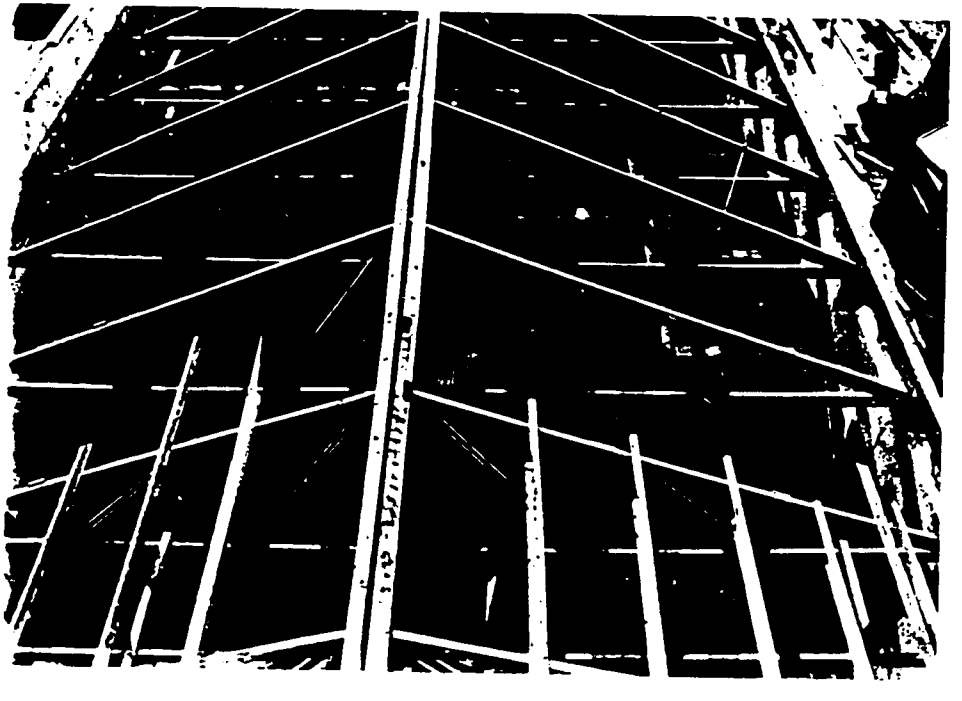
LAPROMED		
arqs. pelayo llarena & colaboradores.		Diseñó: Arqs. P.LL. Dibujó: Arq. P.LLM
Propietario	TIEMPOS Y COSTOS.	Fecha: Junio 26-1982
Escala= NO.		TC-1 1/1
Arq. Pelayo Llarena	3ª Calle y 7ª Avenida Zona 1	

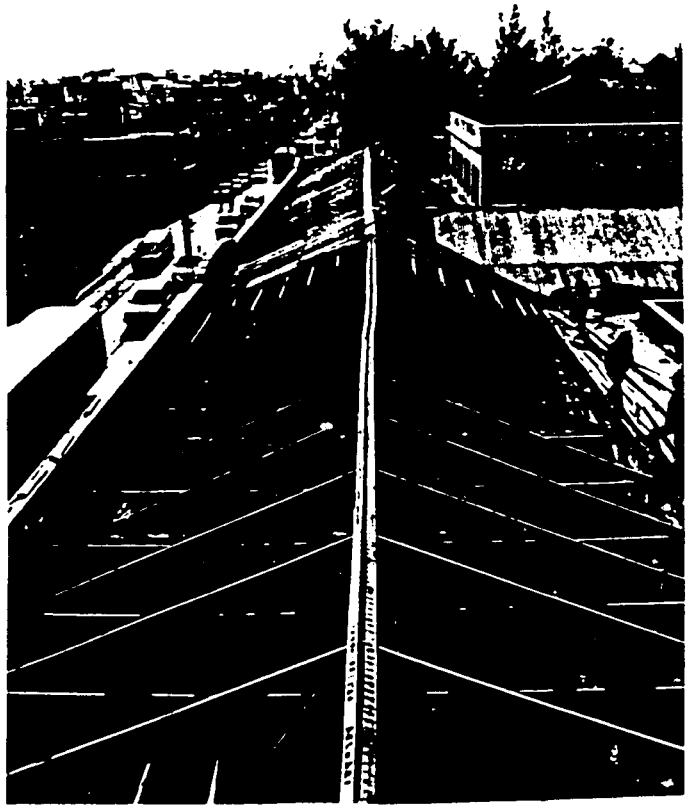












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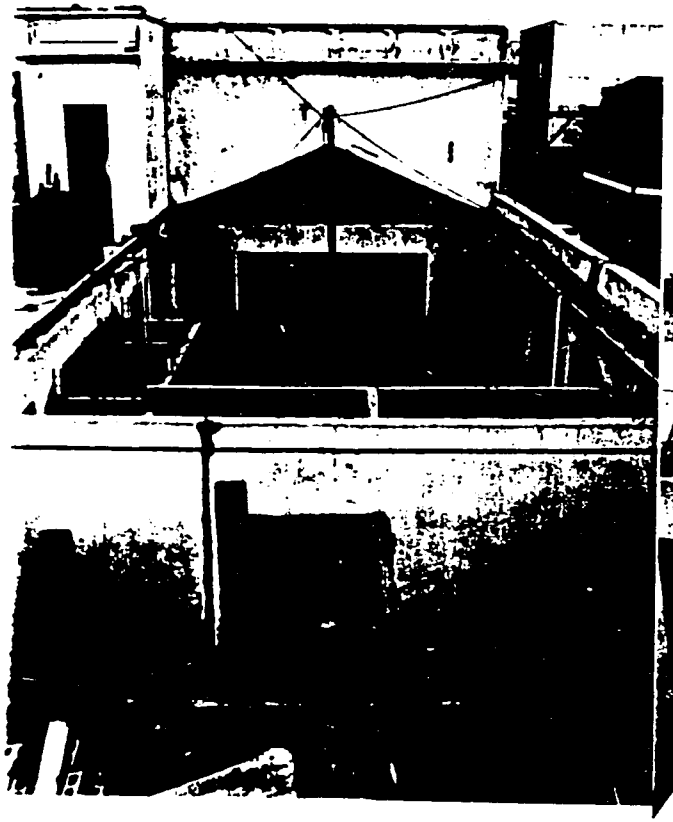

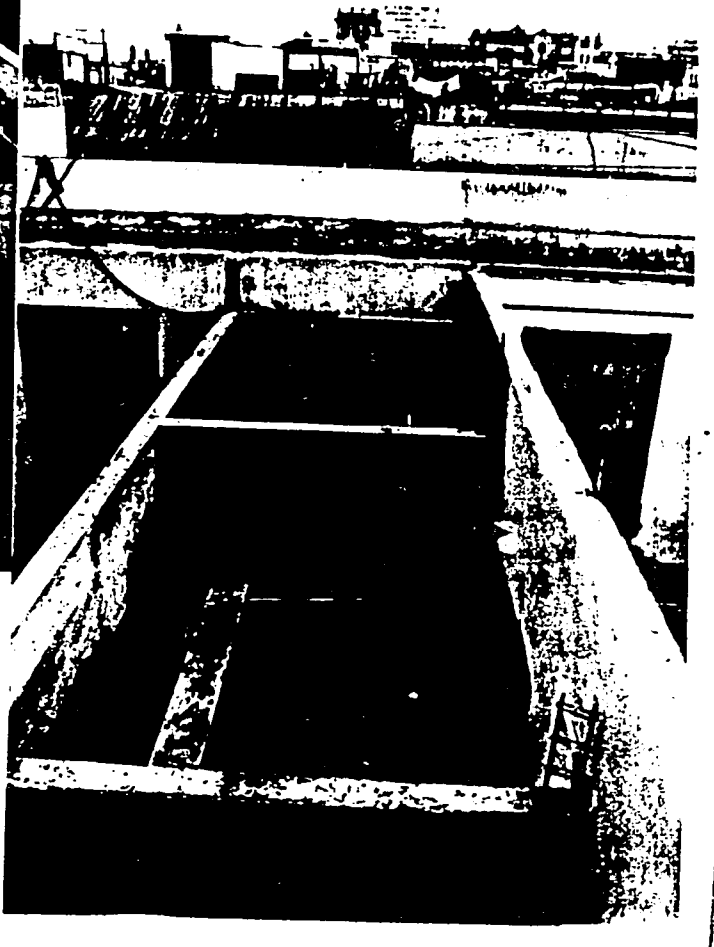

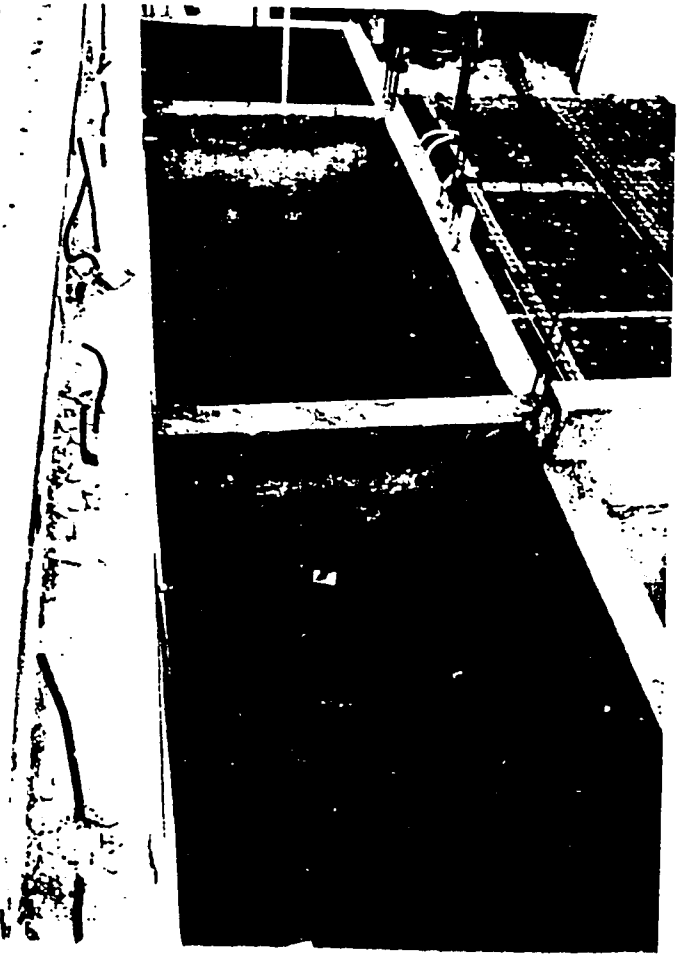

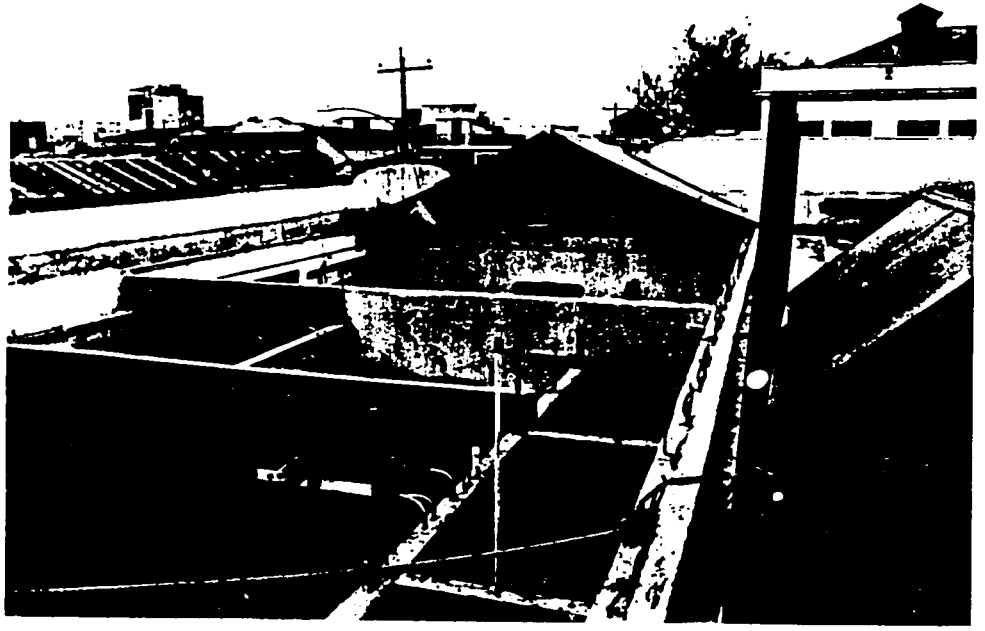

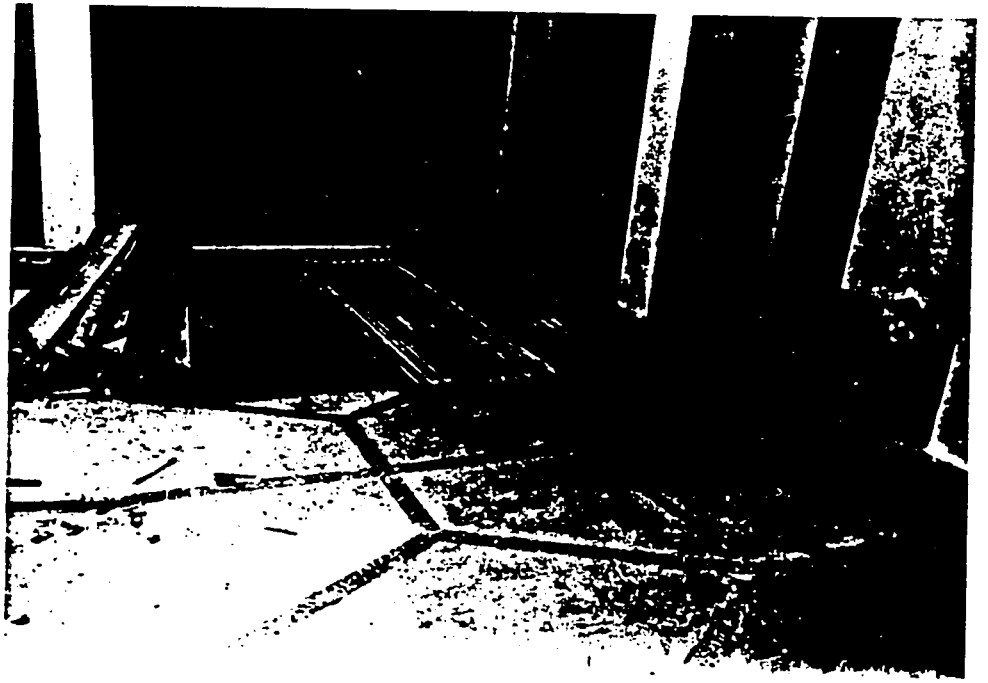

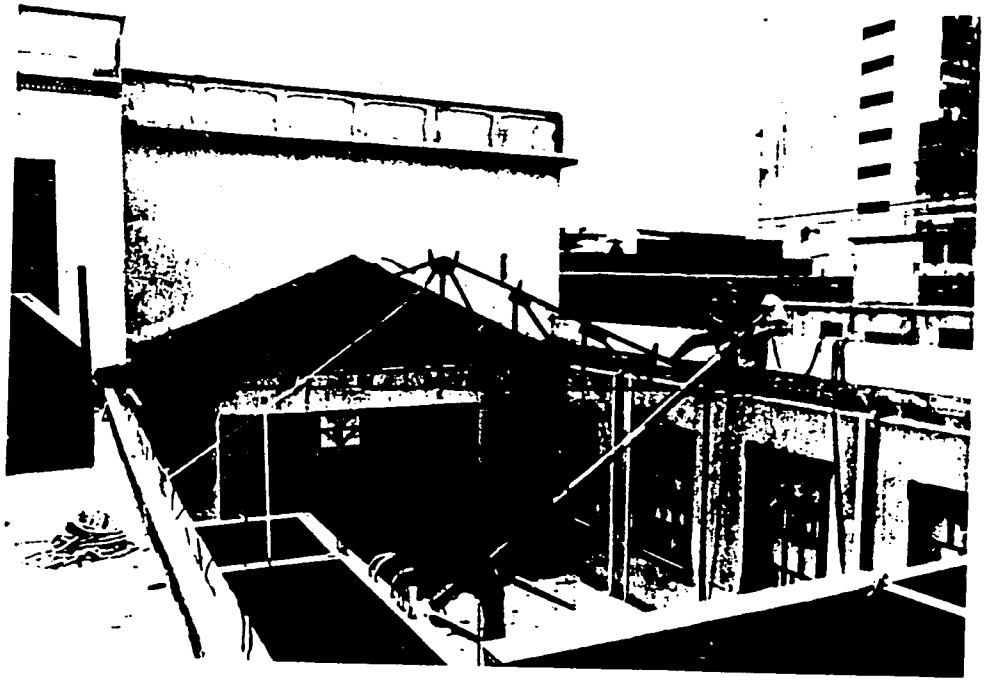

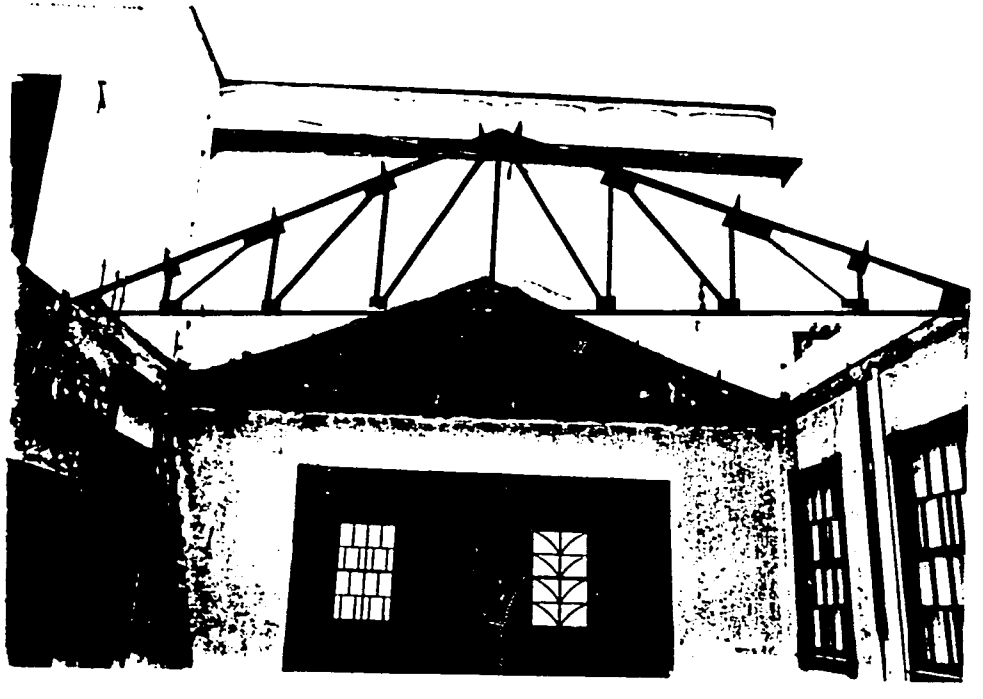

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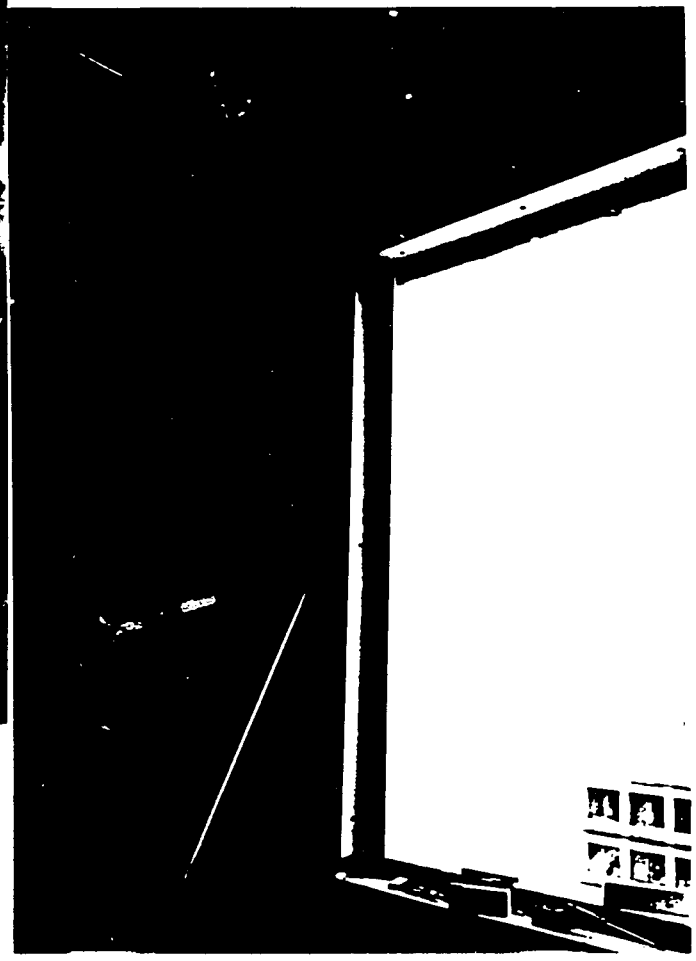

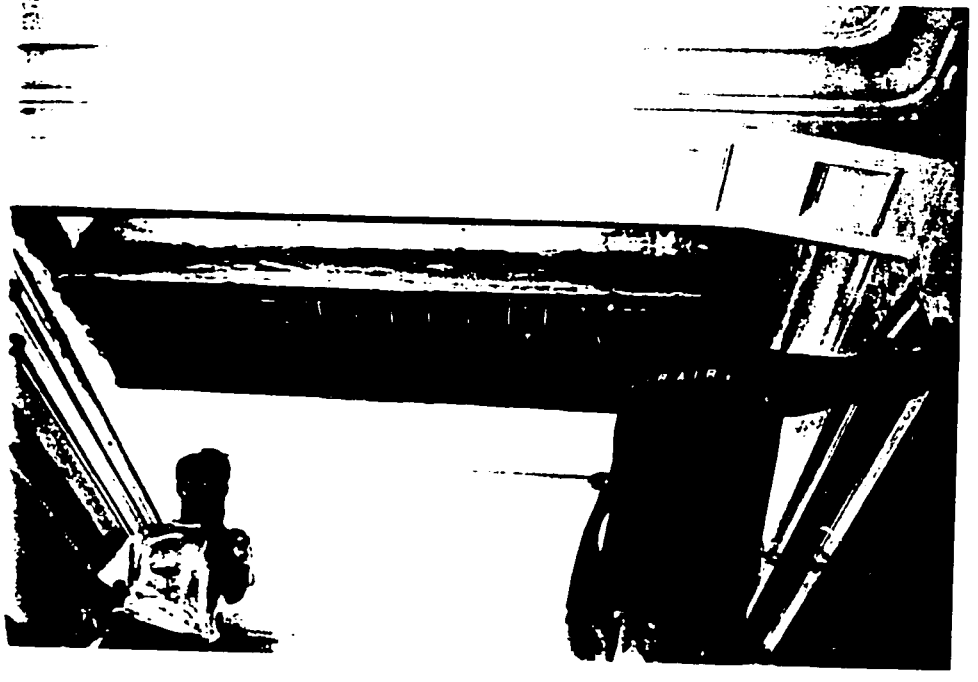

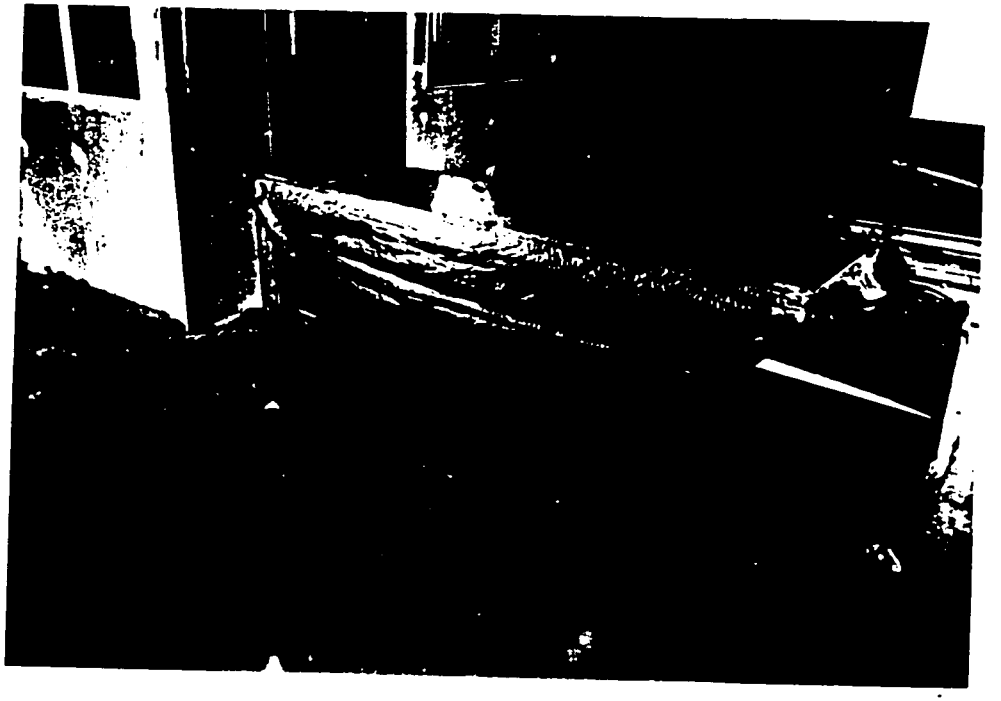

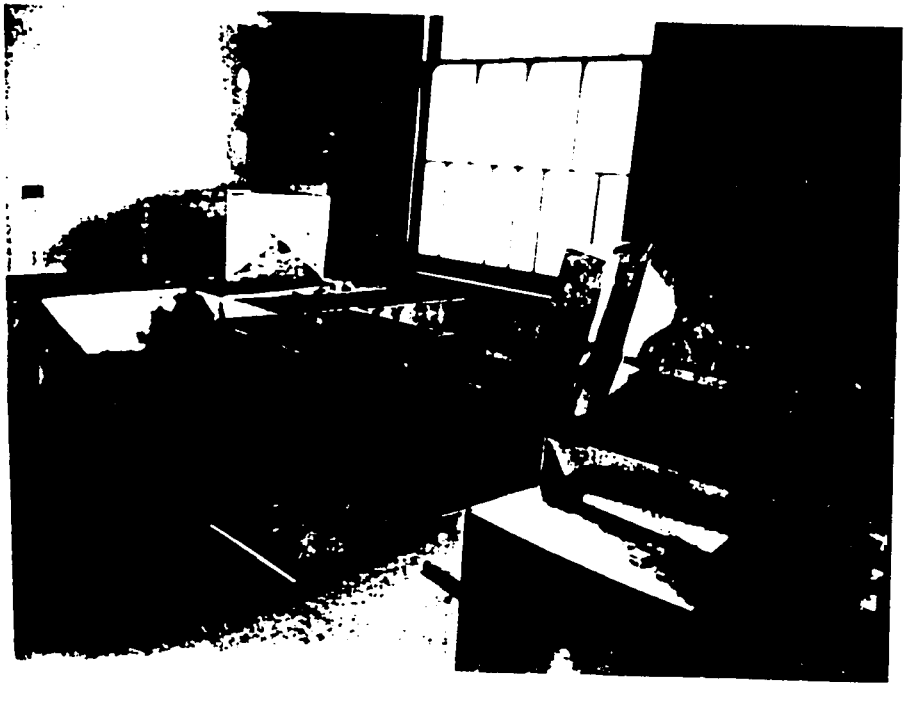

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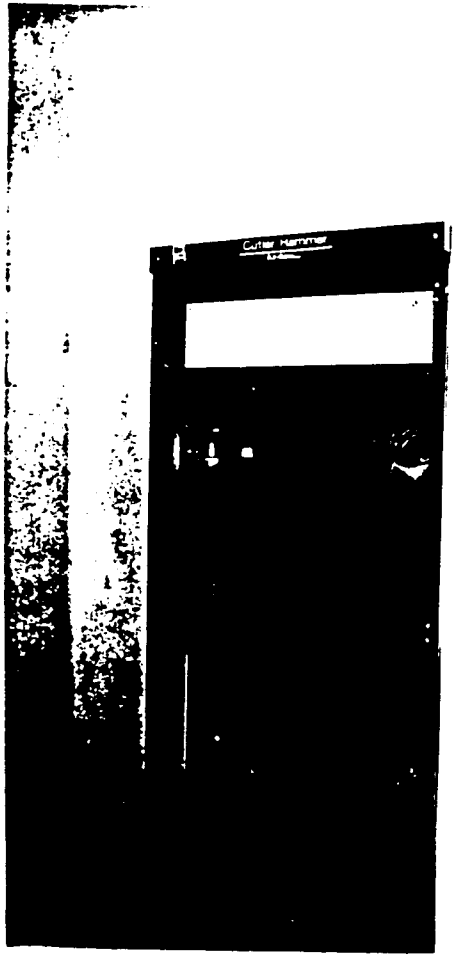

arquitectos pelayo llarena
& colaboradores
arquitectos e ingenieros
2a avenida nº 9-76 zona 1. guatemala. c.a. tel 20647

RECEIVED JUN 07 1993

Guatemala, June 5, 1993
Guatemala, 5 de junio de 1993.

Ms. Jacque Holden
Administrative Officer
Technology Management Department
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Ms. Holden:

Attached you will find the PROGRESS REPORT for the month of MAY 1993, the "Planillas" and Vouchers.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

arquitectos pelayo llarena
& colaboradores
arquitectos e ingenieros
2a. avenida nº 9-76 zona 1. guatemala, c.a tel 20647

May 3, 1993.

I went to the Job and told the people of PRECASA to dismount the metal Trusses and to take them back to the Factory to be fixed.

Humberto Zardo called at about 5:20 PM and I gave him a verbal report of how we are progressing. He asked about the IGSS and I told him that we have not had a word from them nor from Dr. Duarte of AID. Yesterday, Sunday, one of our workers was assassinated and IGSS has not given us the "Número Patronal". It is imperative that PATH contact their Lawyers to make IGSS to assume their responsibilities

I also gave him the information about the four extractors that he asked us to quote.

I talked to Architect Cárcamo and it seems that we'll be in very good terms.

May 4, 1993.

At about 9:15 AM I got a call from Mr. Alberto Tursios, Inspector of IGSS and he told me that he needed PATH's Contract with AID to do the remodeling of the building for LAPROMED. I called Dr. Enrique Duarte of AID and he said that there was no problem, that he was going to call the Contract Office and that he was going to deliver a copy to Dr. Morales, Assistant Manager for Services of IGSS.

I wrote a check and will give it to the Father of the assassinated worker, who also work for us at LAPROMED for the amount of Q. 414.63 that covers the Severance pay, Vacation, Bono 14, Xmas Bonus, from January 18 to date. It is a legal payment.

May 5, 1993.

I went to PRECASA and talked to Ing. Renato Buratti, the son of the owner. We are going to meet at 11:00 AM tomorrow at the job and he will personally rectify the dimensions of the area where the trusses will be installed. See Box in Plan E-1, 13/29.

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Today I received a call from Miriam de la Cerda of AID telling me that the Government had changed the procedures for the Exoneration of the Value Added Tax= IVA. Now we have to fill a new Form for the suppliers.

May 6, 1993.

I got a fax from PATH where Humberto Zardo said that "Dr. Duarte was going, personally, to deliver the Contract (AID-PATH) to Dr. Morales at the IGSS and Dr. Duarte will inform you (PLL) of the results".

He also said that PATH had given the authorization for Ing. Caballeros to include the Air Extractor Units at the cost of $1,590.00 CIF LAPROMED Plant.(There is a small mistake in the items, $590.00 and not $500.00, but not in the total.)

He also gave me the additional information for the electrical demand for Tablero TR-1.

All this information was sent separatly to Salnars y Diaz and to Ing. Otto Caballeros.

I sent a Fax to PATH with what was sent to Salnars y Díaz and Ing. Caballeros plus a description of the doubts of Ing. Salnars with respect to the Air Conditioning plans of Bob Bergen.

I went again to PRECASA and they promised to start putting in place the trusses that they had fixed by Monday May 10.

May 7, 1993.

I went again to PRECASA to ask for the trusses to be fixed. I spent all the afternoon seeing that they would do so.

The AC Ducts are going ahead very well. So is the Electricity.

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May 10, 1993.

I went to AID to collect the new forms for the exoneration of the IVA.

We are ready to pour concrete for the base of the Terrazo Floors, I asked Mixto Listo, a Ready Mix to do the pouring. They will let me know when they will be able to do it.

I took some pictures for the Monthly Report.

May 11, 1993.

I went to PRECASA to see if they had started to fix the trusses. They Have.

The Electrical Subcontractor and the AC Sub. have continued working in their own activities.

I called again Mixto Listo to find out when would they be pouring the concrete and they said that they are still working to see where they could fit us.

We have not gotten a word from IGSS nor from Dr. Duarte.

May 12, 1993.

I have been trying to send a Fax to PATH but so far it has been impossible. I'll try it again in the afternoon. I was able to send the Fax but it had to be sent twice because the first time only four pages out of eight were sent.
I talked to Jacque Holden and Marisela. They had sent the third Fee payment yesterday and tomorrow they will fax me the Deposit in Banco UNO, S.A.

I called again Mixto Listo and they say that tomorrow at 10:00 AM they will start pouring cocrete for the floors.

The new Forms for the exoneration of the IVA and the Directives on how to fill them were changed again by the Government.

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May 13, 1993.

We poured the concrete for the base of the Terrazo Floor. It started at 10:00 AM and ended at 12:00 noon. In room 309 we poured concrete in squares of 2.00 mts. x 2.00 mts., skipping every other one to be able to smooth the surfaces. We will do the rest by hand "in situ".

It rained the night before and some nincompoop had removed the cover of the opening for AC in the roof and in covering again did not do it water tight. Some water filtered in and some 0.35 square meters of Gypsum Board got wet.

May 14, 1993.

At 9:00 AM Dr. Chang called the Office and asked who did my financial reports, I told him that my Guatemalan IRS Reports were made by the Firm Lizarralde, Ayestas Asociados.

May 17, 1993.

I was at the Job early in the morning and the Wall's Subcontractor was present. I asked him about the wet part of the Gypsum Board and he said that it is already dry and that it does not require to be changed.

Architect Velásquez of Antropología e Historia was at the site taking notes. I took him around and showed him what we were doing. He thanked me and gave no indication of being troubled or annoyed by any of the things that we were doing. He did not say anything. He mentioned that why we did not use any clay bricks in rebuilding part of the opening of the new door to third street, and I told him that all walls were made of reinforced concrete. We scraped part of the plaster and showed him that under the plaster was the concrete. He was convinced.

I got a Fax from Marisela S. Martínez responding to some of the questions and proposals of my Fax to Jacque Holden of May 14, 1993.

I called again Dr. Duarte of AID about the IGSS "Número Patronal" and he told me

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that he personally took all the information to Dr. Morales of IGSS and that he did not have anything to add since then. I gave him the name of the Inspector in charge: Alberto Tursios, Phone Number 26001 to 9, extensión 354.

May 18, 1993.

PRECASA started to put in place the Trusses. It looks like they do fit now.

May 19, 1993.

Humberto Zardo called my house and told me that he will be in Guatemala May 23 at about 7:45 PM.

We talked about the IGSS and I told him that it was imperative that PATH talk to their Lawyers to explore ways to make the IGSS to give the "Número Patronal" or to deposit the money that we have to pay to IGSS in a Court of Law. We have been collecting from the workers their dues in acordance to the law, but we have not being able to pay the IGSS, their percentage nor PATH's percentage because they have not given us the so many times mentioned "número patronal".

We also talked about how we were doing with the Ducts of the AC., the Metal Structures that PRECASA is erecting now, the Terrazo floors that INTACO Ltda. will start pouring next Wednesday May 26, etc.
I also told him that I could not change my number 3/10 voucher to add the Q.30.00 but that PATH could take off this same amount from vouchernumber four.

May 20, 1993.

Marisela S. Martínez called my house but I was not there. I returned the call to PATH. She wanted to know about the money that they should be sending for the Construction. I told her that in my previous Fax I stated that the Electricians wanted another 20% advancement for a total of 60% because they had imported from the States most of the things that will be used at the construction and that they needed the money.

I also told her that we have to provide 50% for the doors an windows.

It does not show by the expenditures the percentage of work done because most of it is being made at the providers shops.
It will be a time when the work done will be more than the money paid for, because the second 50% may not be paid yet.

Dr, Chang and the lady in charge of contracts of AID were at the Construction. I showed them around and they saw the erection of some of the trusses. They asked me if we were on time and I told them that we were barely behind because of the delay of the roof but that we are picking up the rhythm.

May 21, 1993.

PRECASA has continued erecting the Trusses.

We have continued pouring concrete in room 309.

May 23, 1993.

At about 9:10 PM Humberto Zardo called to tell me that he had arrived in Guatemala. We will meet on Monday at LAPROMED at about 10:30 to 11:00 AM.

May 24, 1993.

Humberto Zardo was already at LAPROMED and we took a tour of the premises with Lic. Gálvez.

We are working in all fronts. The man in charge of the work by Carpintería Centroamericana was present and I asked to finish the fixing of the windows as soon as possible.

With Humberto Zardo we will try to meet with the owner of Aluminios Aldana in order to see if we can get a better price for the windows in the QC Lab. We had quoted the-

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se windows with a special design but Humberto say that in this area of the QC. it will not be required.

May 25, 1993.

Humberto Zardo and I went to Aluminios Aldana to find out if the windows for the QC Lab. could be made less expensive than the wooden ones originally designed. We talked to Mr. Raúl Aldana and he gave us a very good deal and a discount of 20%. The whole price with the windows to the patio will be Q. 5,799.81. The aluminum extrusions will be the same ones that we used for SQUIBB and he said that he still had enough for this job.

This price will be incremented because Humberto Zardo and Lic. Gálvez decided to add another window to the office of Lic. Gálvez for control of room 304.

May 26, 1993.

PRECASA connected the last metal Truss to the old roof.

We went with Humberto Zardo to talk to Mr. Rafael Ordóñez, Manager of Carpintería Centroamericana about the doors, to make them in such a way that we could stay withing the budget and to comply with the good manufacturing practice. We also will take from him the windows that will be made out of aluminum.
He will send a new cost estimate.

Humberto Zardo told me that he was going to talk to PATH's Lawyers about the IGSS this afternoon.

May 27, 1993.

I went to the AID Mission to pick up the "Constancia de Exención del IVA" and Ms. Miriam de la Cerda told me that the Guatemalan Government had changed again the rules

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for the exoneration of the IVA. It is very hard to work under these circumstances.

We met with Humberto Zardo at the Office of Lics. Mario Archila, Lic. Alvaro Castellanos et all at 6:00 PM.
We explained to Lic. Archila what we had done in trying to get the "Número Patronal" from IGSS and gave him the documents that we had given to IGSS and to Dr. Duarte of AID.
He said that they will try to talk to the General Manager of IGSS and if nothing works and of last resort that they would deposit the money in a Court of Law.

May 28, 1993.

Humberto Zardo and I showed Lic. Gálvez where and how the new window for control was going to be. This window will be an extra one but will not affect the overall price.

The people from PRECASA will work tomorrow Saturday so my Foreman will be at the job to open and close the door to the premises.

May 31, 1993.

I met at the Construction with Lic. Gálvez.

We have continued with all the activities. The Electrical Subcontractor is placing the Ø 4" conduits in the sidewalk for the entrance to the building of the new cables.

I received the new estimate from Carpintería Centroamericana in acordance with the recomendations of Humberto Zardo. The new Price: Q. 98,323.75 that includes everything. The estimated price= Q. 99,424.40, a saving of Q. 1,100.65.

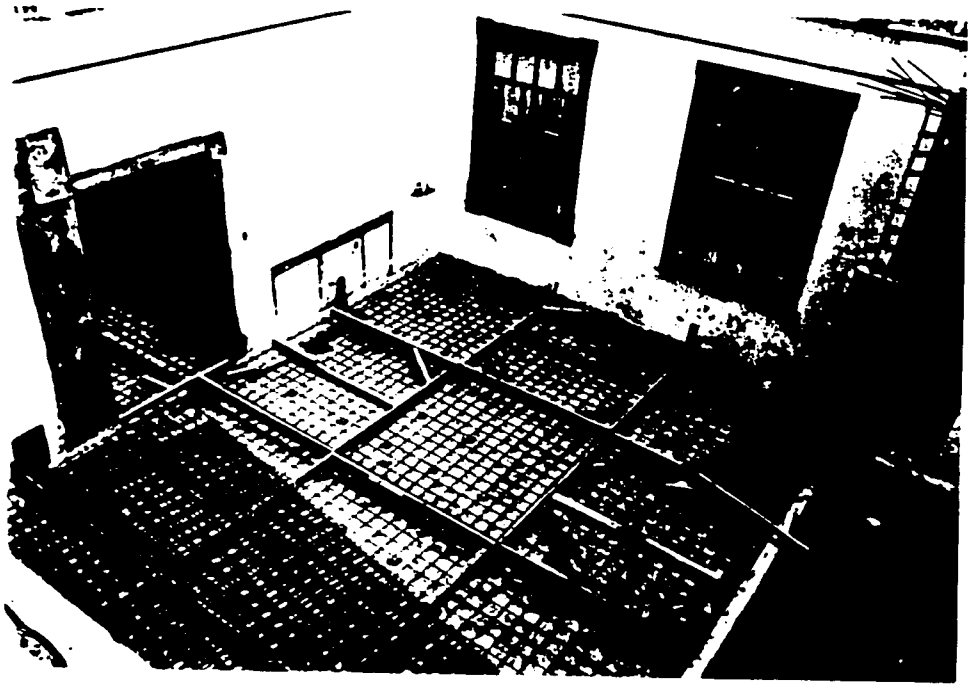
CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED.
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

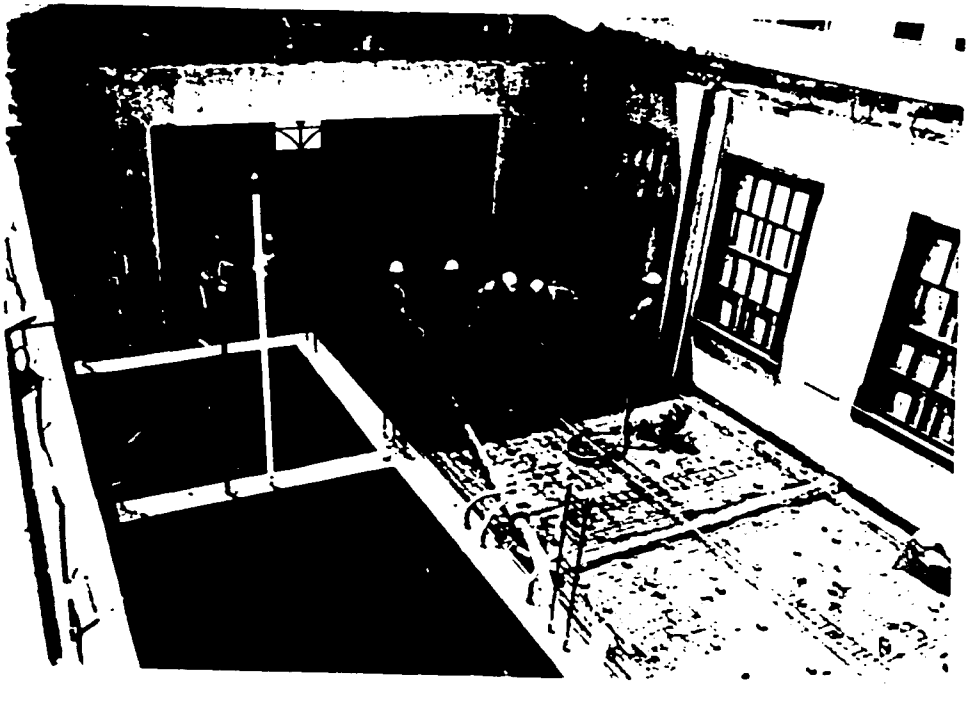
DESCRIPCIÓN.	TIEMPO MESES.	1	2	3	4	5	6	7	8	9	10	11	TIEMPO / COSTOS	
DEMOLICIÓN	QUITAR PAREDES, PISOS, TECHOS EXISTENTES QUE SE INDIQUEN EN LOS PLANOS Y ESPECIFICACIONES. NOTA IMPORTANTE: La Universidad de San Carlos suministrará un lugar para depositar lo que quiera conservar. Nombrará a una persona responsable quien decidirá lo pertinente.												Q	23.000.00
MAMPOSTERÍA.	CIMIENTOS, COLUMNAS, PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO.												Q	30,219.74
PLOMERÍA.	AGUA FRÍA.												Q	1,054.94
	DESAGUES.												Q	4,047.26
	AGUA CALIENTE Y GAS PROPANO.												Q	4,950.96
	AIRE COMPRIMIDO.												Q	14,054.91
	EQUIPO HIDRONEUMÁTICO Y CALENTADOR.												Q	8,691.87
	AGUA DESTILADA.												Q	20,703.09
	ARTEFACTOS SANITARIOS.												Q	10,169.84
	INSTALACIÓN												Q	11,406.93
TECHO de ACERO PRIMER PISO.	ARMADURAS DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 212.00 m². CHIMENEAS.												Q	47,743.40
PISOS.	PISOS DE TERRAZZO PRIMER PISO.												Q	29,802.71
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												Q	2,006.95
PAREDES.	PAREDES DE TABLAYESO, PRIMER PISO.												Q	116,692.66
	PAREDES DE TABLAYESO, SEGUNDO PISO.													
ELECTRICIDAD.	ALAMBRADO Y CONEXIÓN DE MAQUINARIA Y EQUIPO.												Q	462,934.80
DUCTOS. A.A. (Equipo por otros.)	HECHURA Y CONEXIÓN A MANEJADORAS, INSTALACIÓN DEL EQUIPO Y SUMINISTRO DE DIFUSORES Y REJILLAS. PRIMER PISO. SEGUNDO PISO.												Q	125,175.08
TECHO de ACERO TERCER PISO.	ESTRUCTURA DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 72.00 m²												Q	15,135.15
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARÁN EN EL CORREDOR DEL PRIMER PISO.												Q	8,626.07
AZULEJOS.	SE COLOCARÁN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												Q	7,091.52
PUERTAS.	PUERTA ESPECIAL DE CAOBA, BARNIZADA, SOBRE 3ª CALLE.												Q	6,398.60
	27 PUERTAS SEGÚN PLANOS.												Q	93,025.80
	PUERTA ENROLLABLE TIPO PERSIANA DE METAL.												Q	3,580.15
CIELO SUSPENDIDO.	585.00 m² Aprox. PRIMER PISO. SEGUNDO PISO.												Q	203,086.00
PINTURA.	PINTAR 450.00 m² DOS MANOS (=900.00 m²)												Q	17,519.86
MANO DE OBRA.	SE PAGARÁN TODAS LAS PRESTACIONES LABORALES.												Q	346,840.00
IMPREVISTOS.	10%												Q	161,395.02
RECEPCIÓN.	RECIBIR POR "PATH" LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.													
													Q.1.775,354.01	

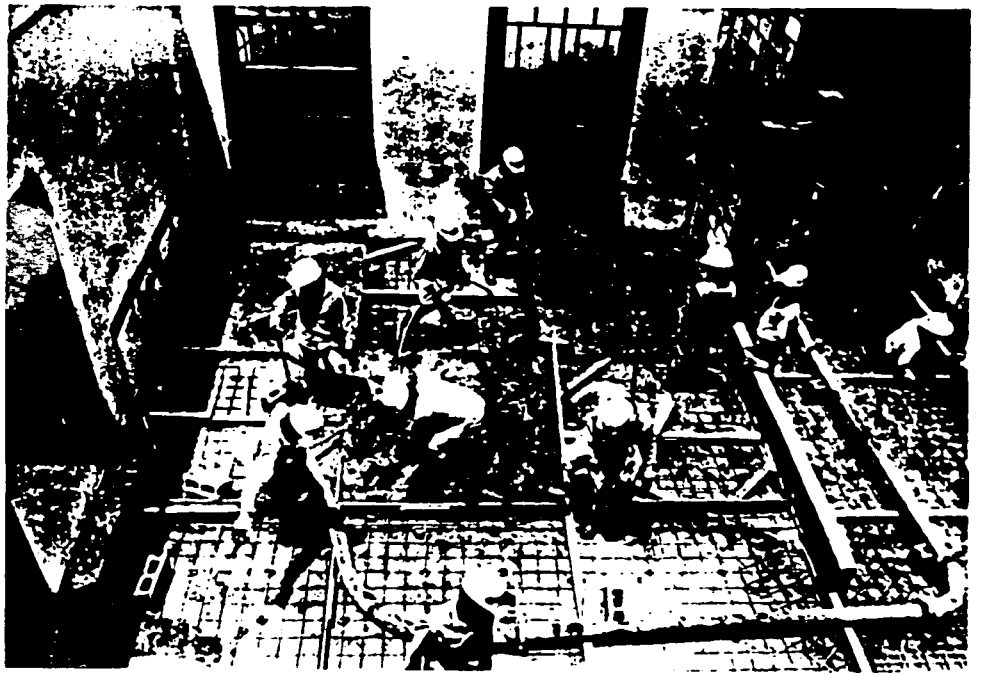
NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS

LAPROMED		
arqs. pelayo Llarena & colaboradores.		Diseño: Arqs. P.LL.
		Dibujo: Arq. P.LL.M
Propietario	TIEMPOS Y COSTOS.	Fecha: Junio 26-1981
Escala: NO.		TC-1 1/1
Arq. Pelayo Llarena	3ª Calle y 7ª Avenida Zona 1.	

1 3 MAYO 1993







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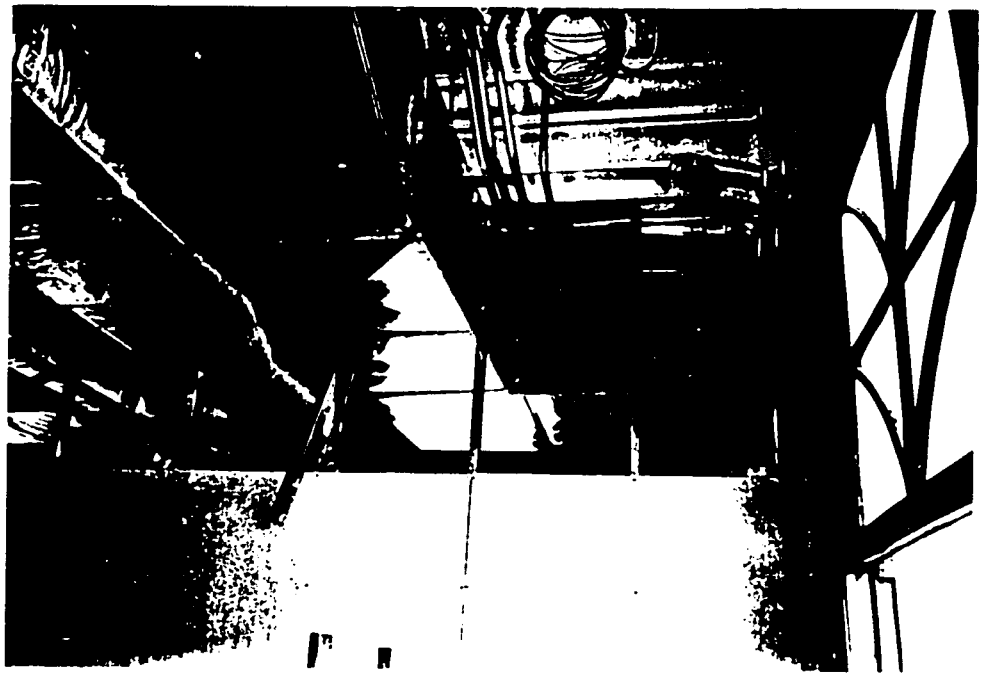

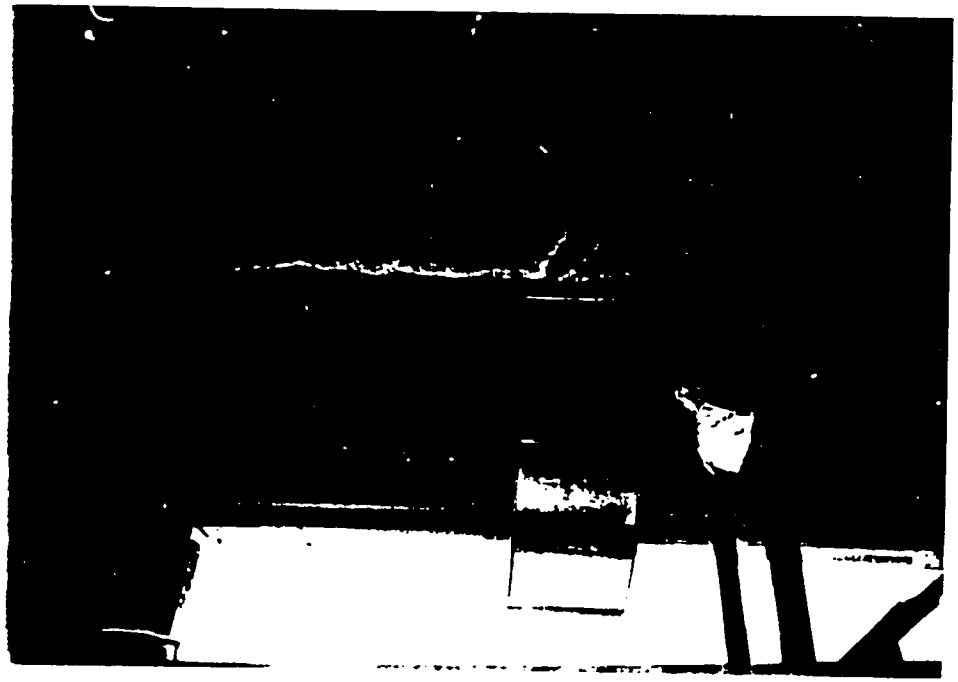

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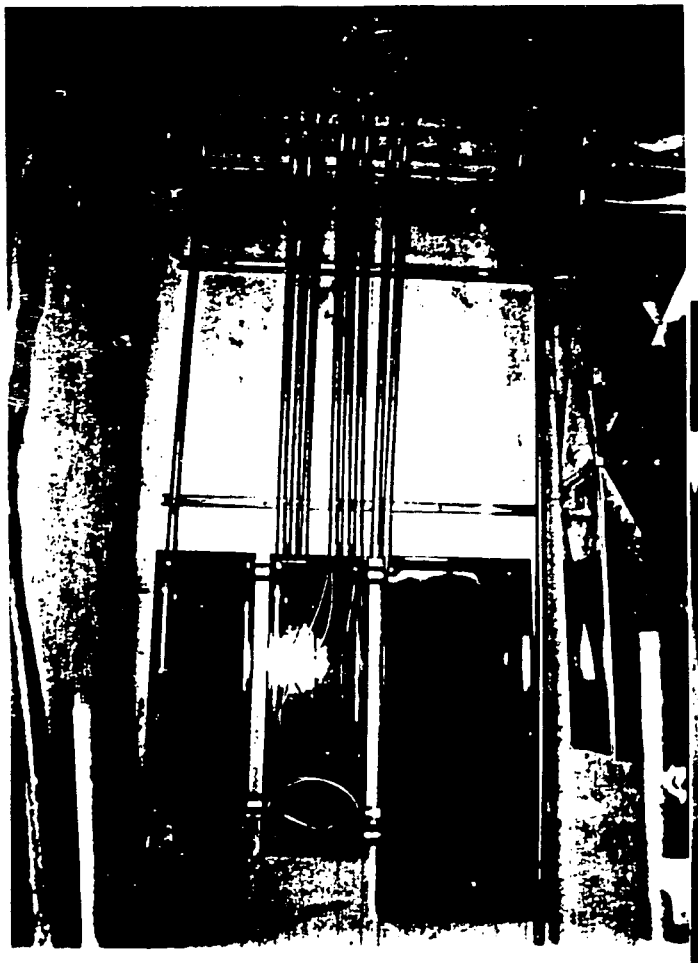

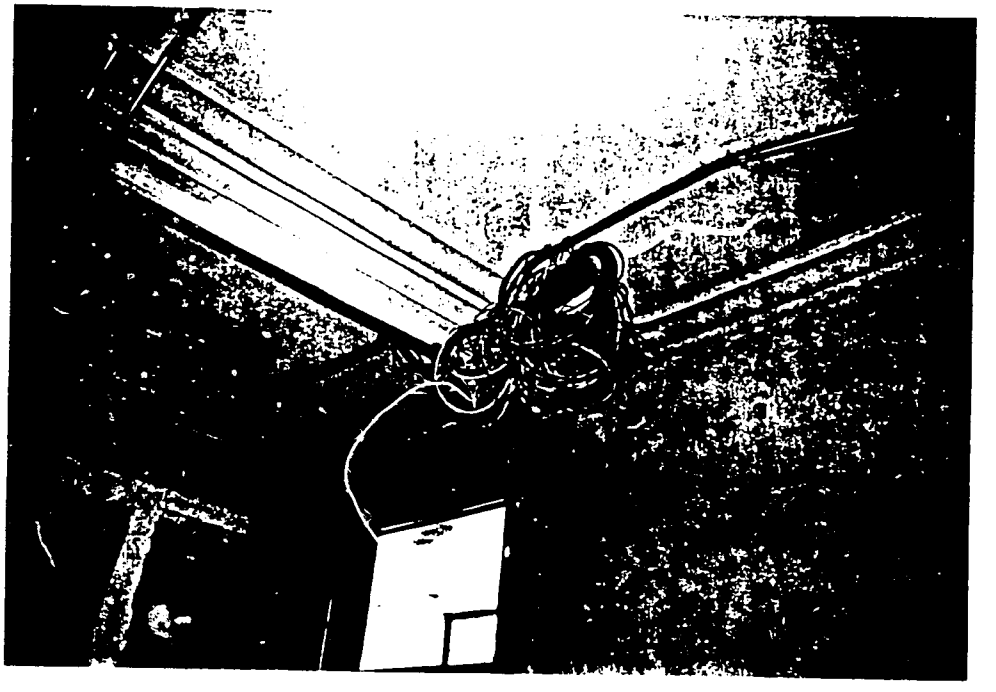

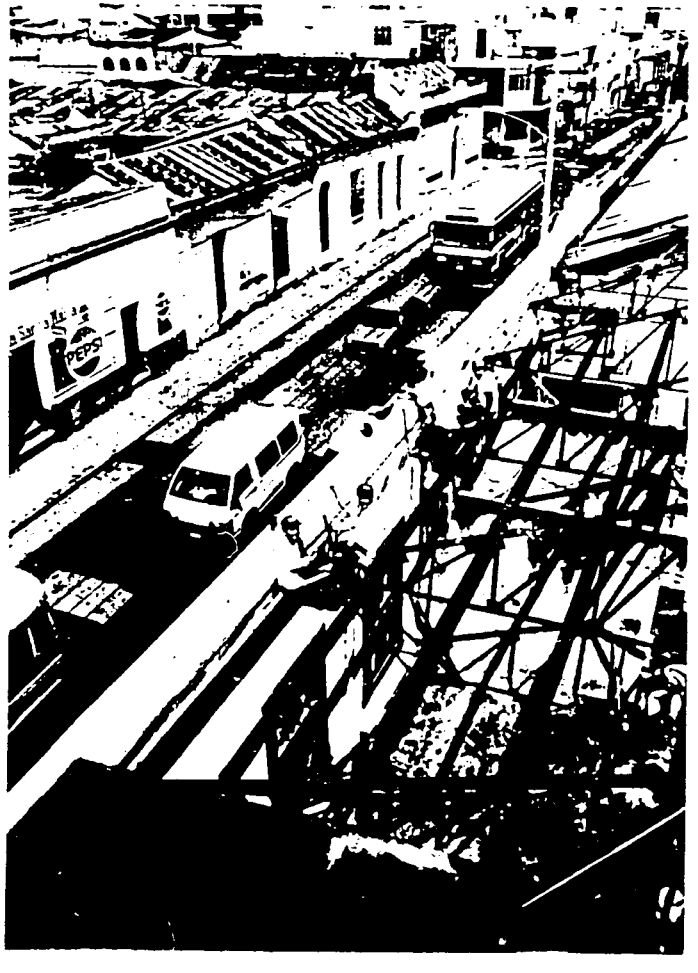

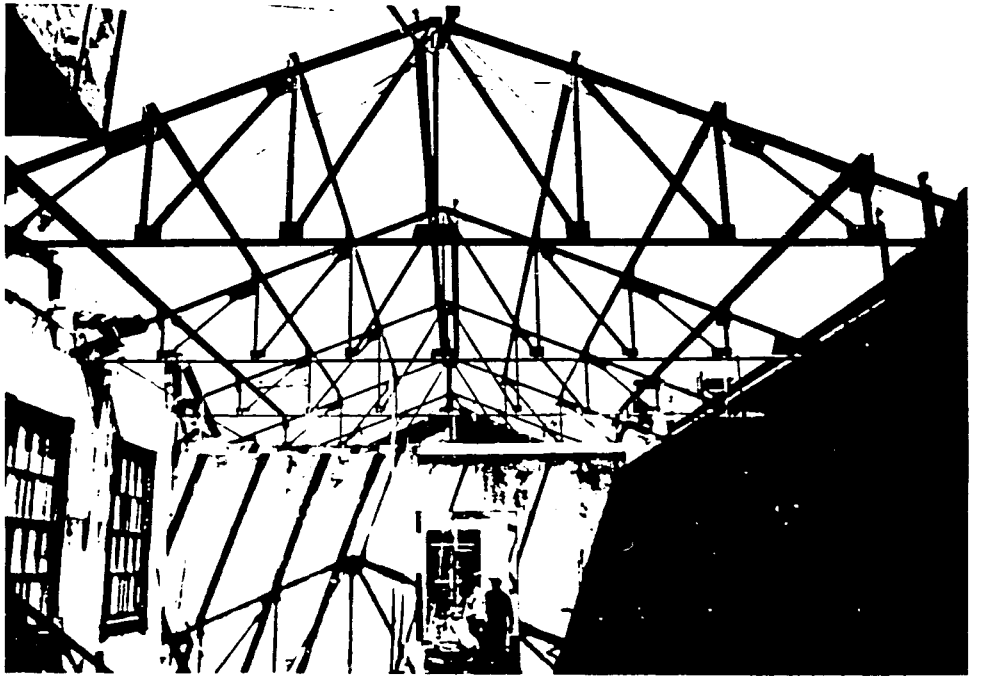

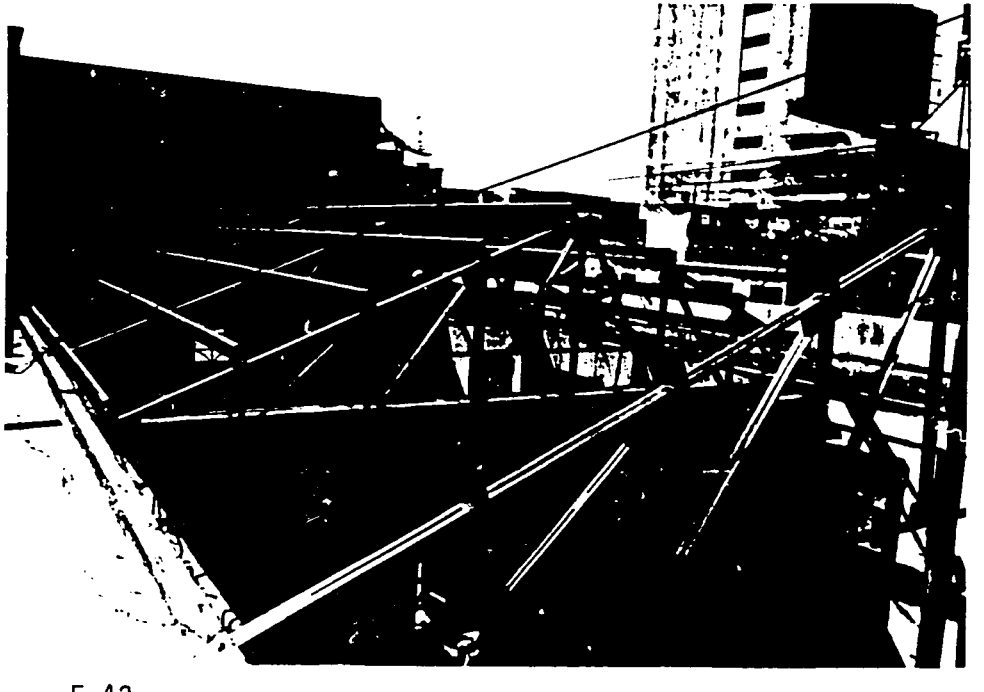

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Our new address:
Avenida de las Américas N°15-49,zona 14.
Phone/Fax 68 08 33.
Guatemala City, Guatemala C.A.

RECEIVED JUL 07 1993

Guatemala, July 5, 1993

Mr. Eric Walker
Vice President of Finance.
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Mr. Walker:

Attached you will find the PROGRESS REPORT for the month of June 1993, the "Planillas" and Vouchers.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

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June 1, 1993.

At about 5;15 I got a call from Marisela. She wanted to know how we were doing. I told her that everything was fine, that President Serrano had resigned and that there was a feeling of fiesta.

PRECASA has continued to install the trusses.

June 2, 1993.

PRECASA is placing the gutters.

I talked to Mr. Jorge Solís of INTACO Ltda. the Terrazo people, about start placing the terrazo floors in the areas that have a roof and leave for later the floors under the metal roof until the roof is finished.

June 4, 1993.

At 10;30 AM I got a call from Mr. Alberto Turcios, the IGSS Inspector, asking for the PATH contract. I told him that Dr. Enrique Duarte of AID had taken the contract and some other documents to Dr. Morales personally, and if he wanted the contract to ask Dr. Morales for it.

June 7, 1993.

At about 9:30 AM Marisela called asking for my #4 Voucher. I told her that last Friday June 4 along with the Monthly Report I had sent the Original Voucher.

INTACO Ltda. started putting in place the aluminum divisions for the terrazo floor.

PRECASA received today the galvanized metal sheets for the roof. They will start tomorrow to cover the area.

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June 8, 1993.

Jacque Holden called at about 5:30 PM to let me know that she had received the Monthly Report. She told me that the reimbursement will be send about next Friday to the Lloyds Bank.

June 10, 1993.

Humberto Zardo called at about 8:50 PM to tell me that Lics. Archila and Castellanos had taken over the problem with IGSS.

He also said that he had talked to Lics. Gálvez and Rodríguez who informed him how the work was coming along. They are favorable impressed.

June 11, 1993.

PRECASA connected the new metal roof to the old one. The transition was done smoothly. There are still some things that are still missing like the Ridge and the connection of the gutters to the vertical storm drains.

INTACO Ltda., the Subcontractor for the Terrazo floor continues to place the aluminum strips.

Salnars y Díaz the Electrical Subcontractors finished placing the Ø4" pipes that enters the building through the sidewalk. We poured the concrete over them and finished the sidewalk.

June 14, 1993.

The Ridge of the roof is in place.

We have continued working in all the activities.

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June 15, 1993.

At about 10:00 AM we received a Fax from PATH that mentions that Q.418,305.83 was deposited in Lloys Bank to be able to continue with the construction.

INTACO, the Terrazo Sub., started pouring the marble chips for the Floor.

PRECASA finished the Roof. It has started to rain in a big way, so it was finished just in time.

June 16, 1993.

We answered the request from Rosa Kendall with respect to the wall to wall dimensions of the Wet Lab, the QC Instrument Lab and the Storage room for VWR Scientific Laboratory Furniture.
Later in the afternoon we got a call from Rosa Kendall asking if we had gotten her DHL request, I told her that this very morning I had sent the reply.
She also told me that she wanted our comments on the preliminary "drawins" from Stellmack Airconditioning for the Air Conditioning system. I told her that I will review the information with the Air Conditioning Subcontractor and that we would send our comments.

INTACO has continued with the Terrazo Floor.

Salnars y Díaz have continued with the electrical instalations.

June 17, 1993.

In reviewing the work done by PRECASA I found that they did not connect the gutter to the vertical storm drain, so I called them to finish the job well.

Lic. Gálvez said to me that LAPROMED had received a letter from Antropología e Historia where they complained about placing the electrical conduits in the walls

and that the Tile floors were not storaged in a safe place.
He will answer that letter with another letter from the Ministry of Health in which they recomend that all conduits should be inside the walls.
With respect to the Tile floors, that they do not have an adecuate place for them.

June 18, 1993.

I went to the construction to take the pictures for the Monthly Report.

INTACO has continued pouring the Terrazo floors.

June 21, 1993.

It has been raining a lot. My Foreman went yesterday Sunday to the Construction and found out that the storm drains of the roof over the QC Lab. are in bad shape. The water philters through the vertical drains to the walls and plaster and make puddles of water in the floor. All this happened in rooms 405-502 and 504 at Axis 1.
I talked to Lic. Gálvez and he said that they (LAPROMED) will get together with Servicios Generales of the USAC to find a solution to the problem.

I gave the Electrical Subcontractor his third 20% equal to Q. 80,51o.40 = 60%.

June 22, 1993.

I directed the Foreman to clean the vertical storm drains to see if this measure would help. It did.

I talked to the Electrical Sub. and they need for us to pay the Electric Power Co. Q. 28,327.07 to be able to continue with their job. This amount was mentioned in the Monthly Report of April 14, 1993. This money will have to come from the Contingencies because it was not planned.
We gave Lic. Rodríguez and Lic. Gálvez a sample of a letter that LAPROMED should send to the Electric Power Co. asking for the new electrical instalation.

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June 23, 1993.

At about 5:15 PM Humberto Zardo called to find out how we are doing.
I told him that in the QC Lab. in the areas of the future classrooms water philtered through the walls from the vertical storm drains. He will call Lic. Gálvez to ask him to talk to Servicios Generales of USAC to repair the drains.

He also told me that PATH Lawyers were going to have a meeting with the people of IGSS to find out what they want. He also told me that he'll be in Guatemala at the begining of August.

We have continued with the different activities. We got the electrical cables in the conduits from the Electrical Power source to our electrical boxes in the building.

The Terrazo Sub is grinding the floors.

June 24, 1993.

We are working on the Entrance opening to third Street to comply with the requirements of Antropología e Historia.

We are continueing with the different activities.

June 25, 1993.

I had a talk with Aluminios Aldana about the Aluminum windows, they were charging us more than we had agreed. I will wait until Mr. Raúl Aldana comes back to Guatemala to find out what it is all about.

Carpintería Centroamericana finished her first contract that was to make two new windows, repair others, put glass in most of them that were broken and to seal them.

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& colaboradores
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June 28, 1993.

Today I paid CARPINTERIA CENTROAMERICANA the first 50% of the Contract to manufacture the doors. The amount is: Q. 49,162.88. Voucher N° 00502 (Recibo de Caja) At the end of the job they will send their total Voucher with the IVA.

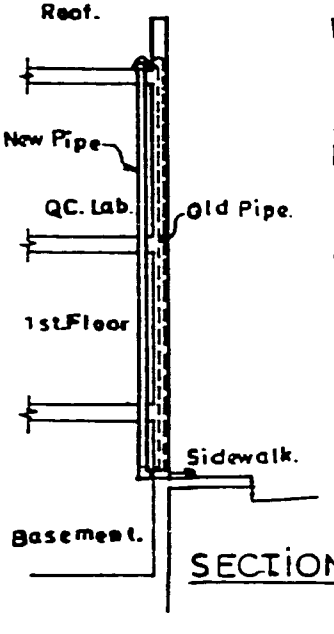
CARPINTERIA CENTROAMERICANA finished repairing the windows. I will also pay them their second 50% Q. 19,252.50. The Grand Total will be Q. 38,505.00 Plus IVA. They will give us a Factura. Final Voucher).

We received a Fax from PATH advicing us that Humberto Zardo and Jacque Holden will be on vacation and if anything is needed on this end regarding the construction, to contact Eric Walker, Vice Precident of Finance.

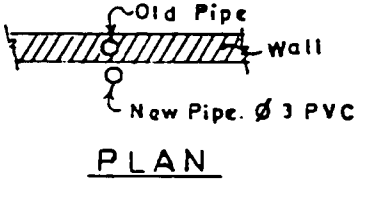
Sara Tifft and Fletcher Catron wil be in Guatemala July 12.

Marisela sent the Deposit Slip of Fee N°5.

June 29, 1993.



When at the Construction, Lic. Gâlvez said to me that Humberto called him and asked if Servicios Generales coulddo something abcut the drains that leaks. Lic. Gâlvez is not very confident that Servicios Generales could or would be able to do it nor when we need it.
He mentioned that if LAPROMED gave us the materials, would we put the know how and the wormanship?. I said with pleasure if PATH agrees.
I believe that we could place a PVC pipe next to the old drain, inside the room and drain it to the sidewalk.



June 30, 1993. Guatemalan Holiday.

CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

DESCRIPCIÓN	TIEMPO MESES.	1	2	3	4	5	6	7	8	9	10	11	TIEMPO / COSTOS
DEMOLICIÓN	[illegible] PISOS, TECHOS EXISTENTES QUE SE INDICAN EN LOS PLANOS Y ESPECIFICACIONES. NOTA IMPORTANTE: [illegible]												Q [illegible]
MAMPOSTERÍA	CIMIENTOS, COLUMNAS, PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO												Q [illegible]
PLOMERÍA	AGUA FRÍA												Q [illegible]
	DESAGUES												Q [illegible]
	AGUA CALIENTE Y GAS PROPANO												Q [illegible]
	AIRE COMPRIMIDO												Q [illegible]
	EQUIPO HIDRONEUMÁTICO Y CALENTADOR												Q [illegible]
	AGUA DESTILADA												Q [illegible]
	ARTEFACTOS SANITARIOS												Q [illegible]
	INSTALACIÓN												Q [illegible]
TECHO de ACERO PRIMER PISO	ARMADURAS DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 21.00 m². CUMBREAS.												Q [illegible]
PISOS.	PISOS DE TERRAZO PRIMER PISO												Q [illegible]
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												Q [illegible]
PAREDES.	PAREDES DE TABLAYESO, PRIMER PISO												Q [illegible]
	PAREDES DE TABLAYESO, SEGUNDO PISO												
ELECTRICIDAD.	ALAMBRADO Y CONEXIÓN DE MAQUINARIA Y EQUIPO.												Q [illegible]
DUCTOS. A.A. (Incluye que corresponde)	RECORRIDO Y CONEXIÓN A MANEJADORAS INSTALACIÓN DEL EQUIPO Y SUMINISTRO DE DIFUSORES Y REJ. LAS. PRIMER PISO. SEGUNDO PISO												Q [illegible]
TECHO de ACERO TERCER PISO.	ESTRUCTURA DE ACERO Y TECHO DE LÁMINA GALVANIZADA. 72.00 m²												Q [illegible]
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARÁN EN EL CORREDOR DEL PRIMER PISO.												Q [illegible]
AZULEJOS.	SE COLOCARÁN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												Q [illegible]
PUERTAS.	PUERTA ESPECIAL DE CAOBA, BARNIZADA, SOBRE 1ª CALLE.												Q [illegible]
	27 PUERTAS SEGÚN PLANOS.												Q [illegible]
	PUERTA ENROLLABLE TIPO PERSIANA DE METAL.												Q [illegible]
CIELO SUSPENDIDO.	585.00 m² aprox. PRIMER PISO. SEGUNDO PISO												Q [illegible]
PINTURA.	PINTAR 450.00 m² (2 DOS MANOS = 900.00 m²)												Q [illegible]
MANO DE OBRA.	SE PAGARÁN TODAS LAS PRESTACIONES LABORALES.												Q [illegible]
IMPREVISTOS.	10%												Q [illegible]
RECEPCIÓN.	RECIBIR POR PARTE DE LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.												
													Q.1.775,354.01

NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS.

LAPROMED

arcs. pedro Linera & colaboradores.

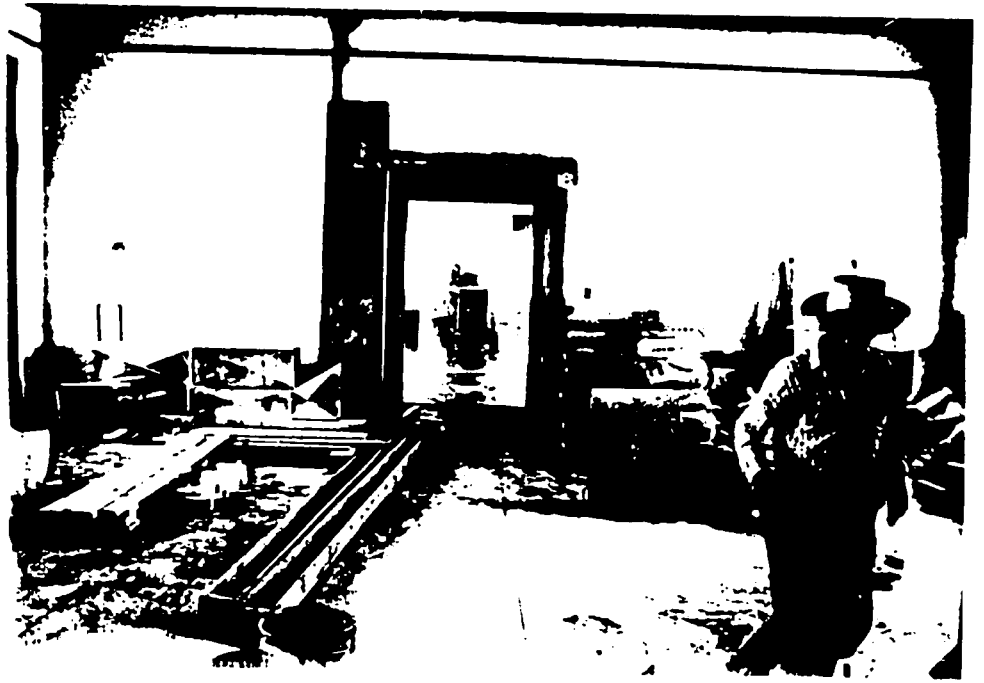
Propietario

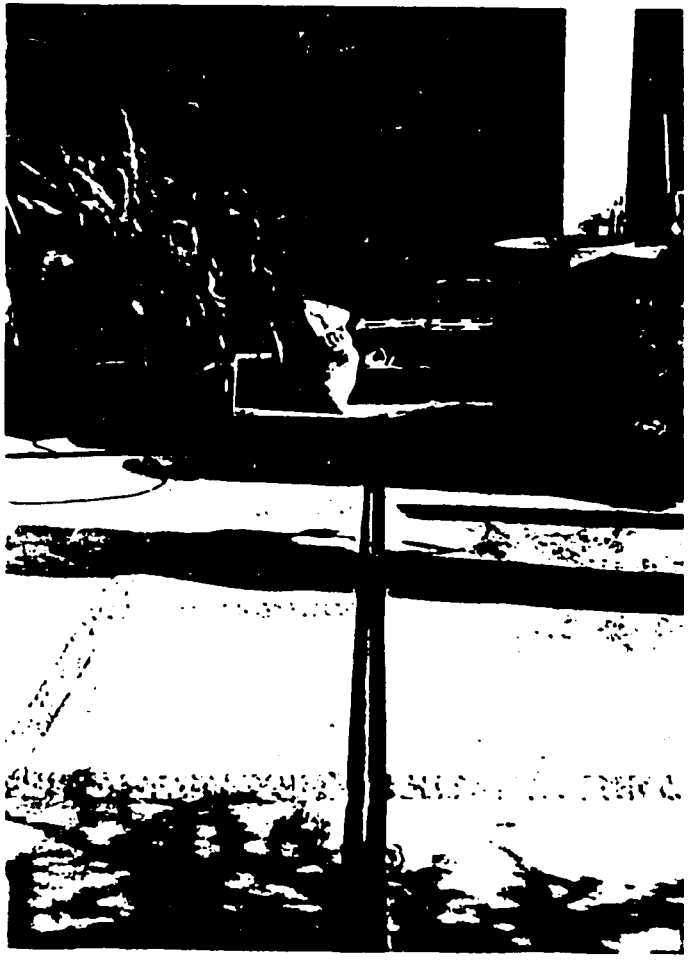
Escala: NO

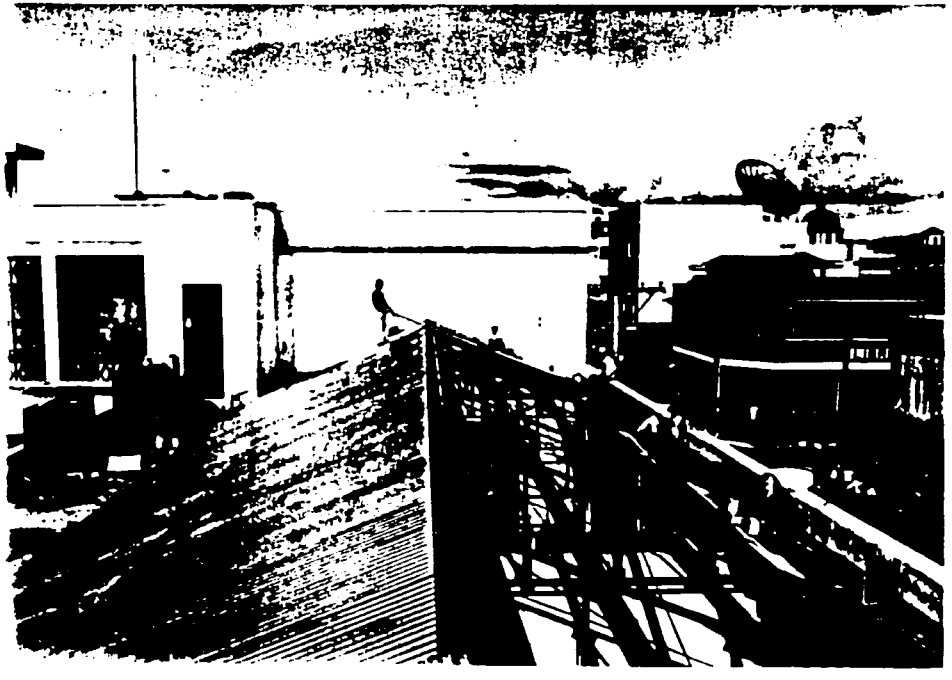
TIEMPOS Y COSTOS

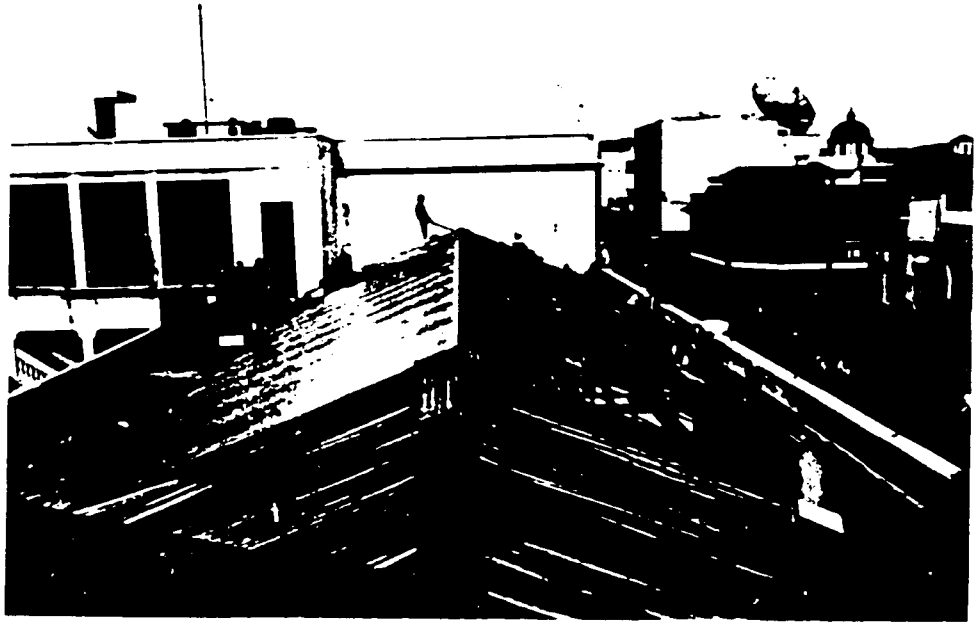
TC-1 1/1

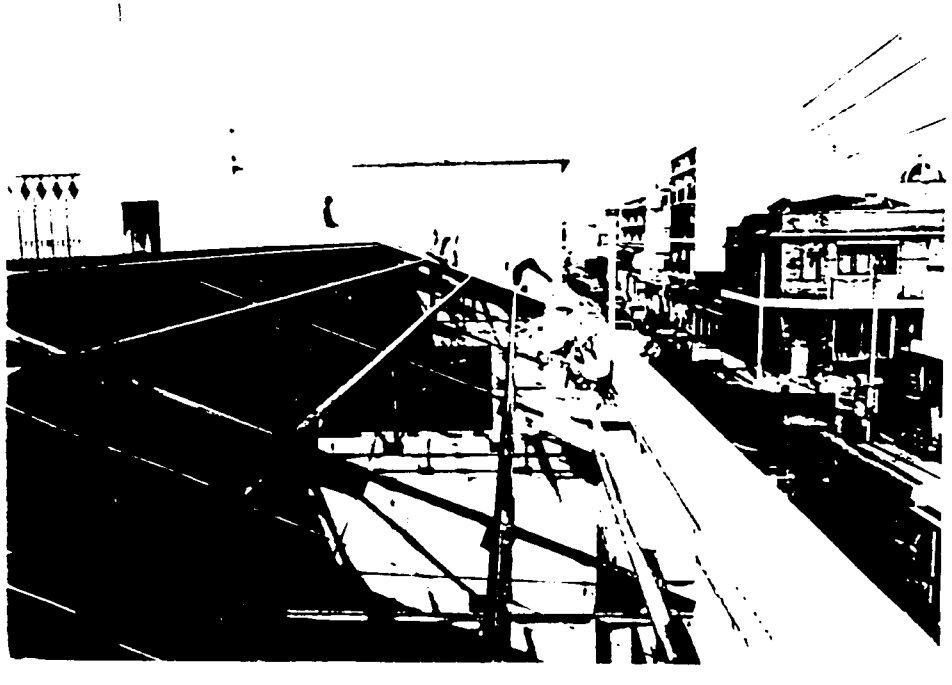
38 Calle y 7ª Avenida Zona 1

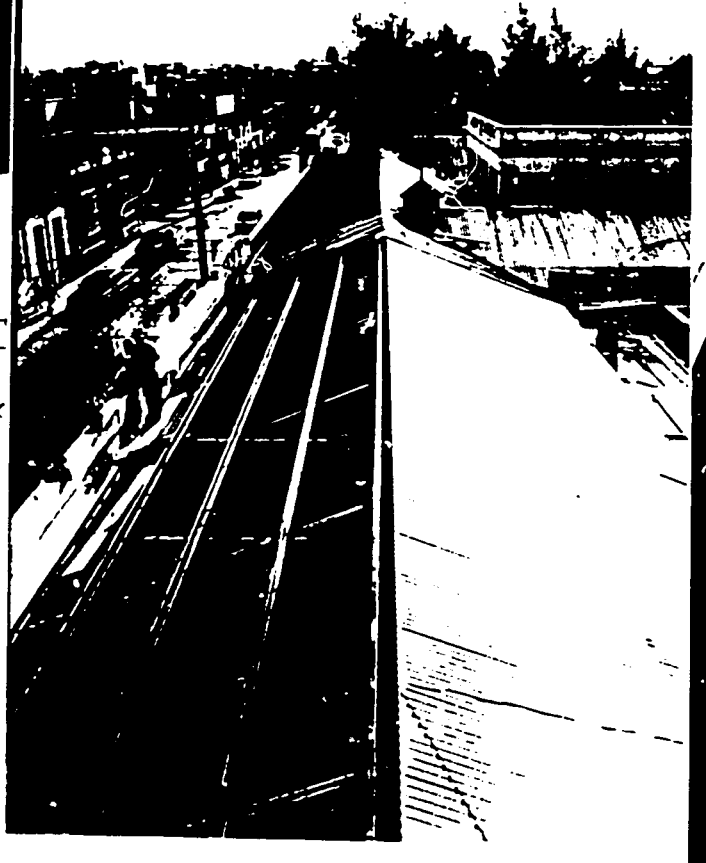


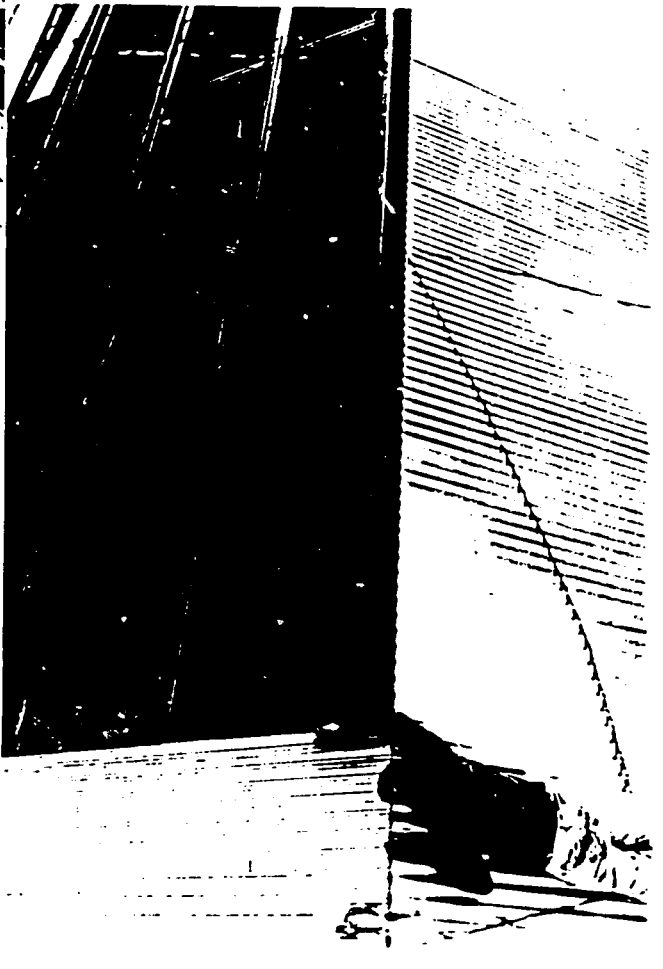


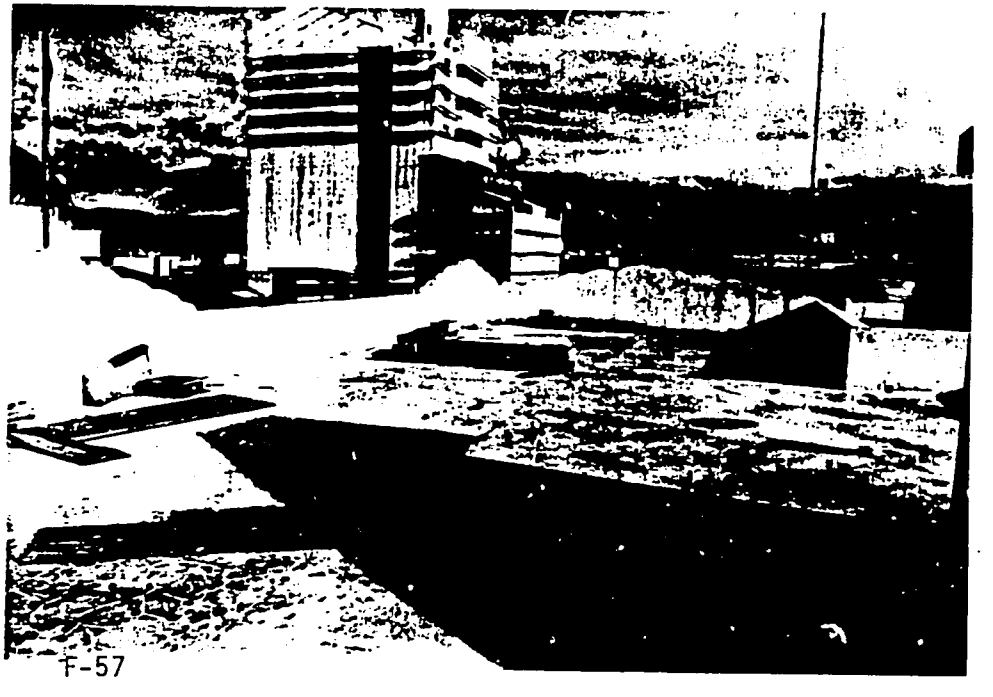


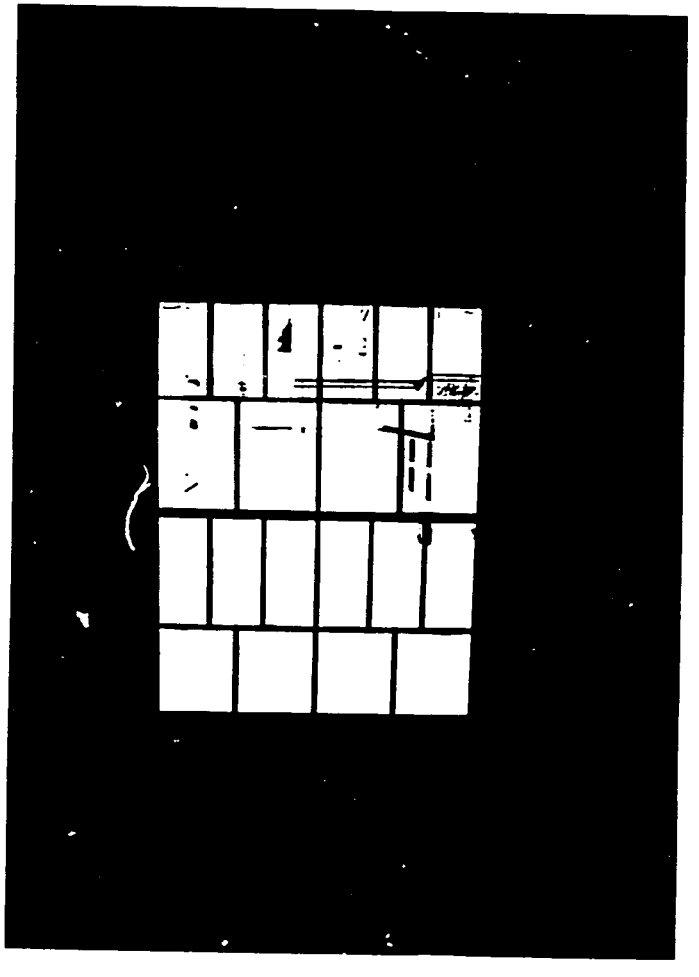












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New address: Avenida de las Américas
N°15-49, zona 14. Phone/Fax 680833.-
Guatemala City, Guatemala C.A.

Guatemala, August 5, 1993.

Ms. Jacque Holden
Administrative Officer
Technology Management Department
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Ms. Holden:

Attached you will find the PROGRESS REPORT for the month of JULY 1993, the "Planillas" and the Vouchers.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

RECEIVED AUG 0 6 1993

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July 1, 1993.

Lic. Mario René Archila, PATH's Lawyer called at about 10:30 AM. and said that the IGSS Inspector wanted to see my contract with PATH in order to determine who is the PATRONO. He told me that he could show him the part of my contract that mentioned in Clause Six: "The Architect should obtain on PATH's behalf the working permit from IGSS (Social Security) to conduct the work,"

INTACO has continued grinding the marble chip of the Terrazo floor.

July 5, 1993.

I asked Lic. Gálvez what happened to the letter that we need from USAC to the Electric Power Co. and he said that he asked the Dean of the School of Pharmacy and that she wanted some information. We had given Lic. Rodríguez a sample of the letter that the Dean or anybody in charge should write to the Electric Power Co. and that sample of a letter gives the information the Dean was asking for.

We also got a letter from the Municipality telling the School of Pharmacy to get a Building permit. We thought that Servicios Generales of USAC had sent a letter or gotten the permit from City Hall, but it seems that nobody moved. I gave the letter to Lic. Gálvez and he said that he'll follow through.

July 6, 1993.

I spoke to Lic. Mario René Archila, PATH's Lawyer and he told me that tomorrow he'll have a meeting with the IGSS Inspector. He will give him a certified copy of Clause Six of my Contract and any other one pertinent, in which it states that PATH is the "Patrono." He is confident that he'll convince the Inspector of who is who.

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July 8, 1993.

INTACO is using the final carburundum stone for polishing the Terrazzo Floor.

Water filtered again through the old vertical drains. Servicios Generales of USAC has not done anything about it.

Received a FAX from Rosa Kendall. It looks like the three Trane air conditioning system did not vary very much from the old ones. We will wait until everything is in Guatemala and see about the supports.

July 9, 1993.

We have continued with all the activities of the construction.

July 12, 1993.

Lic. Galvez gave me the approval by the Dean of the School of Pharmacy for the new connection by the Electric Power Co. to the remodeled LAPROMED. He also gave me photocopies of the receipt that the USAC paid for the first installation(August 8, 1990) and that the Electric Power Co. just installed a couple of weeks ago. This new installation is off by 100%. I'm going to try to see if the money paid by USAC(Q.5,235.35) will serve as a part payment for the new installation required by us.

The EE.EE. requires a payment of Q28,327.07 minus Q5,235.35 =Q23,091.72.

We have a new Supervisor by Servicios Generales of USAC. Arq. Alba Luz Fernández Sierra instead of Arq. Saúl Filiberto CARCAMO Ixco, who resigned.

With respect to the storm drains that do not work, Servicios Generales .

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with the new Architect moved to accept my proposal of how to solve the problem, now I need PATH's approval for the wormanship because USAC already sent the P.V.C. pipes and elbows for us to do the job.

July 13, 1993.

I was at the construction and my Foreman told me that Ms. Sara Tifft had been there.

July 14, 1993.

I went to the construction and INTACO was polishing the areas: 100, 200, 201, 202, 203, 300 and 301. They were grinding areas: 101, 306, and 304.

I spoke to Lic. Gálvez and he said that Sara Tifft was going on a trip to the interior of the country. I did not get the opportunity to speak to her.

July 16, 1993.

INTACO finished the terrazo floor. We covered it with pine sawdust to protect it from the future work we have to do in the area.

I spoke to Lic. Gálvez about where they finally want to place the old roof, the wooden trusses, the tin roof, etc, etc. because we are ready to make the ramps and all these debris interfere with the work. Lic. Gálvez said to place it outside at the entrance to the building.

I met with the Air Conditioning Subcontractor and he asked again where had PATH located the AHU-3, the thermostat of the AHU-1 and the exact point of extraction of the duct that crosses level 2 to level 1.
Rosa Kendall sent copies of catalogs but not plans with the exact location of the machines.

In the afternoon Sara Tifft called. We will get together next week, wednesday or thursday.

July 19, 1993.

I talked to Ing. Caballeros, the Subcontractor of the wall partitions (Construpor, S.A.) and told him to start putting in place the walls of the first floor because the Terrazo was already installed.

Lic. Mario René Archila told me that he made a transcript of the clauses of my contract pertinent to who was the Patrono,meaning Path, and that the IGGS Inspector Alberto Turcios accepted it.
Mr. Turcios came to the office and this afternoon we´ll present the "Planillas" to him for his inspection.

Marisela called and I told her that I received the Plans of VWR Scientific but what I really needed was the exact location of the drains, water supply, etc. She´ll send this information.

July 20, 1993.

Sara Tifft and I went to the construction. I gave her a tour of it and showed her:
a) The need for a connection without a ramp from room 304 to 308 and 309.
b) To install the two vertical drains from the roof to the basement and from there to the City´s main.

These two items were not programed, they will have to be paid by the contingencias.

July 21, 1993.

I went to the construction and spoke to Lic. Gálvez. I told my foreman to

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get the equipment in room 100 to be able to close the door between rooms 101 and 203.
The subcontractors for the Electricity and the Air Conditioning are continuing working in their own activities.

July 22, 1993

The equipment of room 100 were sent to the U.S. to be modified, so they will have to go through 304 to 100.

We are cutting through the roof concrete slab in room 306 for the air conditioning Ducts.

July 23, 1993.

We have continued working in all fronts and activities.

July 26, 1993.

I went to the construction and we got down all the old trusses that one time Lic. Rodríguez of LAPROMED said to store them in the roof but now he wanted them down in front of the building in the little garden at the main entrance.

July 27, 1993.

The Electrical and Air Conditioning Subcontractors have gone ahead with their activities.

Construpor S.A. the Subcontractor of the wall partitions is doing the final touches to the partitions in the second floor, the area of the Q.C.

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July 28, 1993.

I met with the Electrical Subcontractor to solve some problems. I told Lic. Gálvez to get the new lines for the telephones that will be installed at LAPROMED. We placed the conduits but they should decide what kind of phones they need before we place the suspended ceiling.

At about 4:45 PM. Humberto Zardo called to find out how we are doing. I told him about the necessity to make the side-walk for the Lift that will connect rooms 304 to 308 and 309 without using two ramps. Also about installing the two vertical drains that will [illegible]lace the old ones. And the new price of the aluminum windows. [illegible]w price: Q. 11,475.67 - old price: Q. 8, 061.75 = Q. 3,413.92 with the new picture window that Lic. Gálvez wanted in his office to be able to check what would be coming out of room 304. In all the three items he gave me the go ahead.

July 29, 1993.

I talked to Lic. Gálvez about the telephones. He said that they don't have the money and that they will leave it for later. This means that they will not use the conduits that we provided in Plans EL-4 26/29 and EL-6 28/29 and that they will put the wires over the walls and ceilings.

We have too many intersection boxes in the plenum that are not easily reachable.

Lic. Gálvez told me that they sent the old trusses and galvanized tin roof to the University of San Carlos.

Ing. Díaz said that the Electric Power Co. requires that we pay first the Q. 28,327.07 and maybe they will return the Q. 5,235.35 not to PATH but to USAC. I will try to confirm this asseveration.

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July 30, 1993.

When at the construction I told the electrician to put the intersection boxes for the telephones flush with the ceiling so we can leave wire guides for the future connection of the telephones.

I talked to Lic. Gálvez and told him to make sure that when they buy the telephone plant that the people that will make the installation should use the conduits that we made the provision for.

We started to place the frieze for the windows of rooms 101-306 and 307.

CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED.
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

DESCRIPCIÓN		TIEMPO MESES. 1	2	3	4	5	6	7	8	9	10	11	TIEMPO / COSTOS
DEMOLICIÓN	QUITAR PAREDES, PISOS, TECHOS EXISTENTES QUE SE INDIQUEN EN LOS PLANOS Y ESPECIFICACIONES. NOTA IMPORTANTE: La Universidad de San Carlos, suministrará un lugar para depositar lo que quiera conservar. Nombrará a una persona responsable quien decidirá lo pertinente.												Q 23.000.00
MAMPOSTERÍA	CIMIENTOS, COLUMNAS, PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO.												Q 30,219.74
PLOMERÍA	AGUA FRÍA.												Q 1,054.94
	DESAGUES.												Q 4,047.26
	AGUA CALIENTE Y GAS PROPANO												Q 4,950.86
	AIRE COMPRIMIDO.												Q 14,054.91
	EQUIPO HIDRONEUMÁTICO Y CALENTADOR.												Q 8,691.87
	AGUA DESTILADA.												Q 20,703.09
	ARTEFACTOS SANITARIOS.												Q 10,169.84
	INSTALACIÓN.												Q 11,406.93
TECHO de ACERO PRIMER PISO	ARMADURAS DE ACERO Y TECHO DE LÁMINA GALVANIZADA. 212.00 m². CHIMENEAS.												Q 47,743.40
PISOS.	PISOS DE TERRAZZO PRIMER PISO.												Q 29,802.71
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												Q 2,006.93
PAREDES.	PAREDES DE TABLAYESO. PRIMER PISO.												Q 116,692.66
	PAREDES DE TABLAYESO. SEGUNDO PISO.												
ELECTRICIDAD.	ALAMBRADO Y CONEXIÓN DE MAQUINARIA Y EQUIPO.												Q 46,793.34.00
DUCTOS. A.A. (Incluye aislamiento térmico.)	HECHURA Y CONEXIÓN A MANEJADORAS. INSTALACIÓN DEL EQUIPO Y SUMINISTRO DE DIFUSORES Y REJILLAS. PRIMER PISO. SEGUNDO PISO.												Q 125,175.00
TECHO de ACERO TERCER PISO.	ESTRUTURA DE ACERO Y TECHO DE LÁMINA GALVANIZADA. 72.00 m²												Q 15,135.15
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARÁN EN EL CORREDOR DEL PRIMER PISO.												Q 8,626.07
AZULEJOS.	SE COLOCARÁN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												Q 7,091.52
PUERTAS.	PUERTA ESPECIAL DE CAOBA, BARNIZADA, SOBRE 3ª CALLE. 27 PUERTAS SEGÚN PLANOS. PUERTA ENROLLABLE TIPO PERSIANA DE METAL.												Q 6,398.60 Q 32,025.80 Q 3,580.15
CIELO SUSPENDIDO.	589.00 m² Aprox. PRIMER PISO. SEGUNDO PISO												Q 203,586.00
PINTURA.	PINTAR 458.00 m² DOS MANOS (=900.00 m²)												Q 17,519.86
MANO DE OBRA.	SE PAGARÁN TODAS LAS PRESTACIONES LABORALES.												Q 344,840.00
IMPREVISTOS.	10%												Q 161,395.82
RECEPCIÓN.	RECIBIR POR "PATE" LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.												
													Q.1.775,35401

NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS

LAPROMED

arqs. pelayo Larena & colaboradores.

Diseñó: Arq. P.L.L.

Dibujó: Arq. P.L.L.

Fecha: Junio 24-1982

Proporcionó:

Escala: NO.

TIEMPOS Y COSTOS.

TC-1 1/1

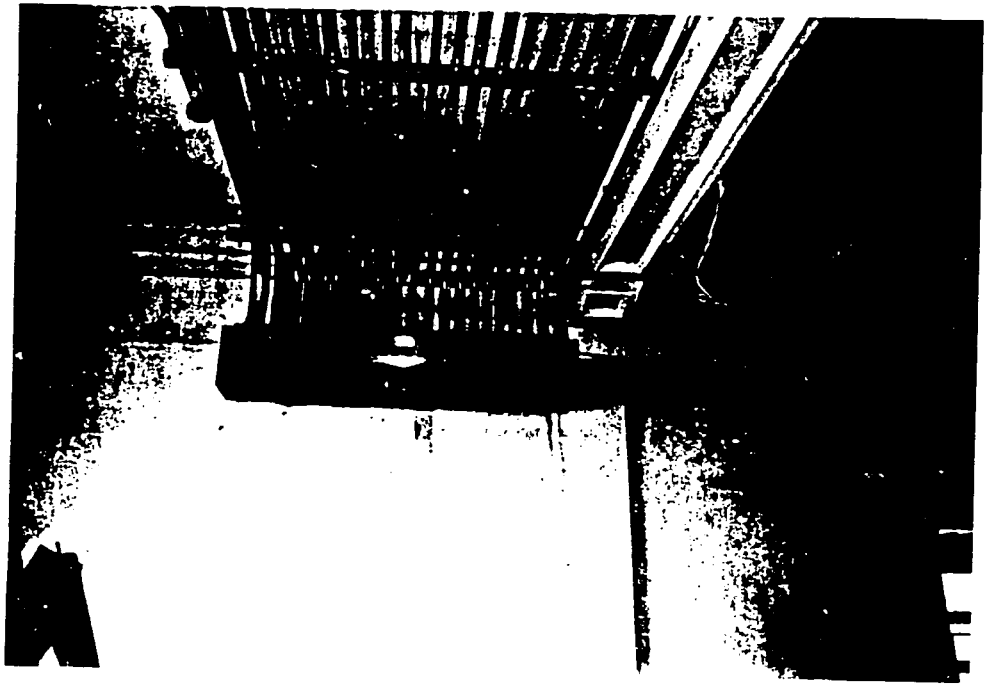
Arq. Pelayo Larena

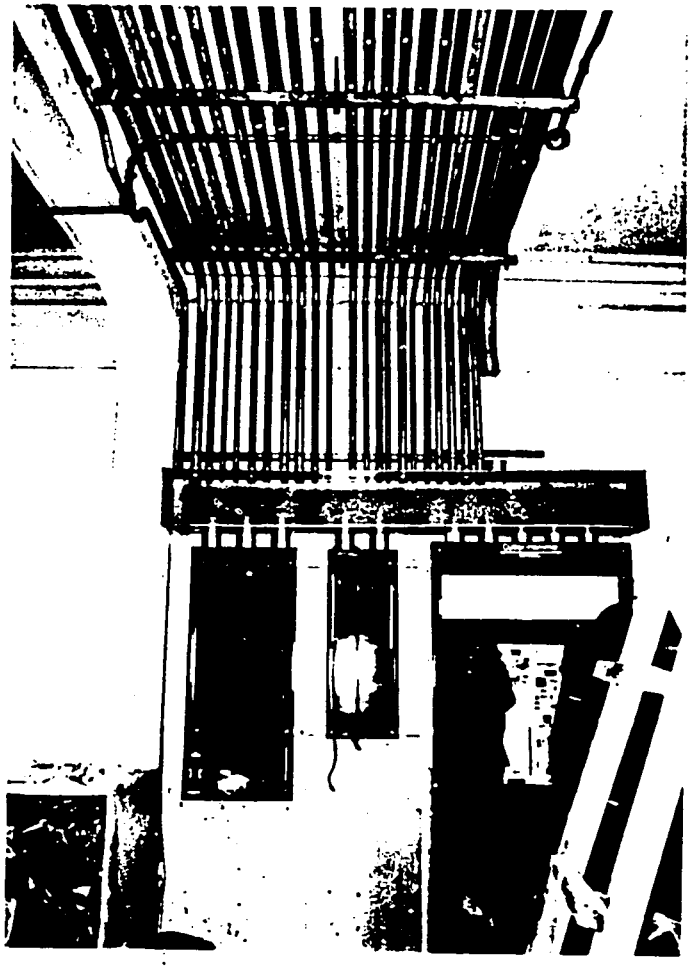
3ª Calle y 7ª Avenida Zona 1.

- JUL. 1993

- JUL. 1993

112





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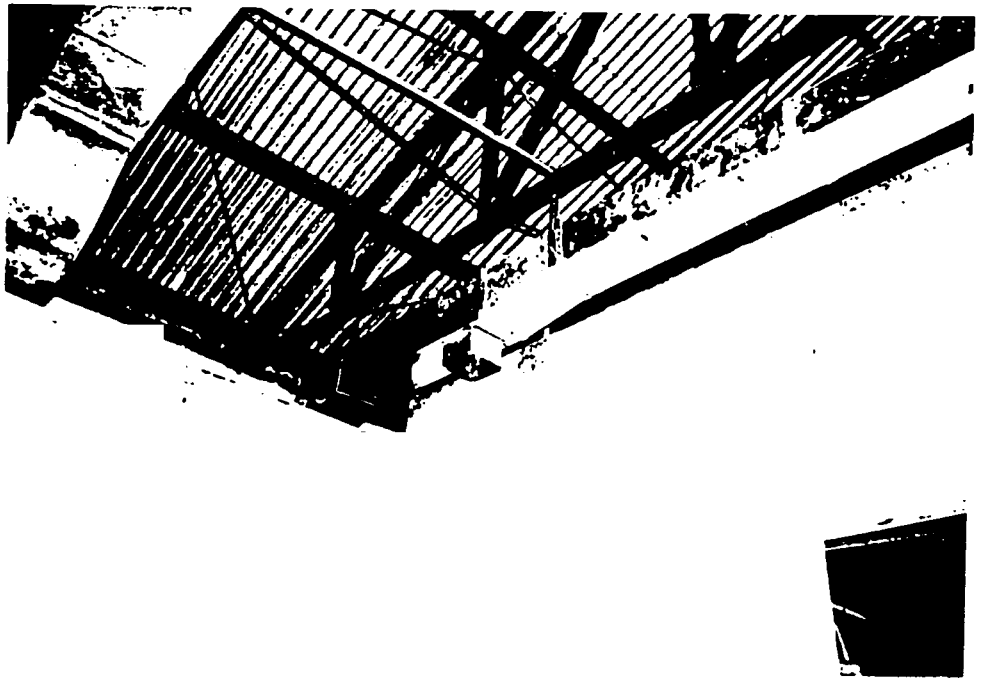
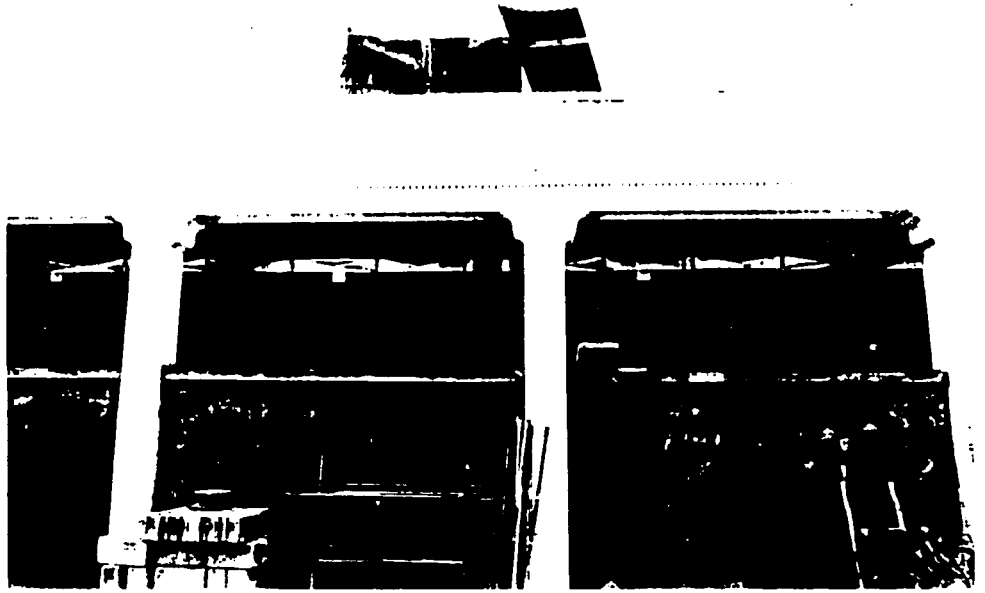
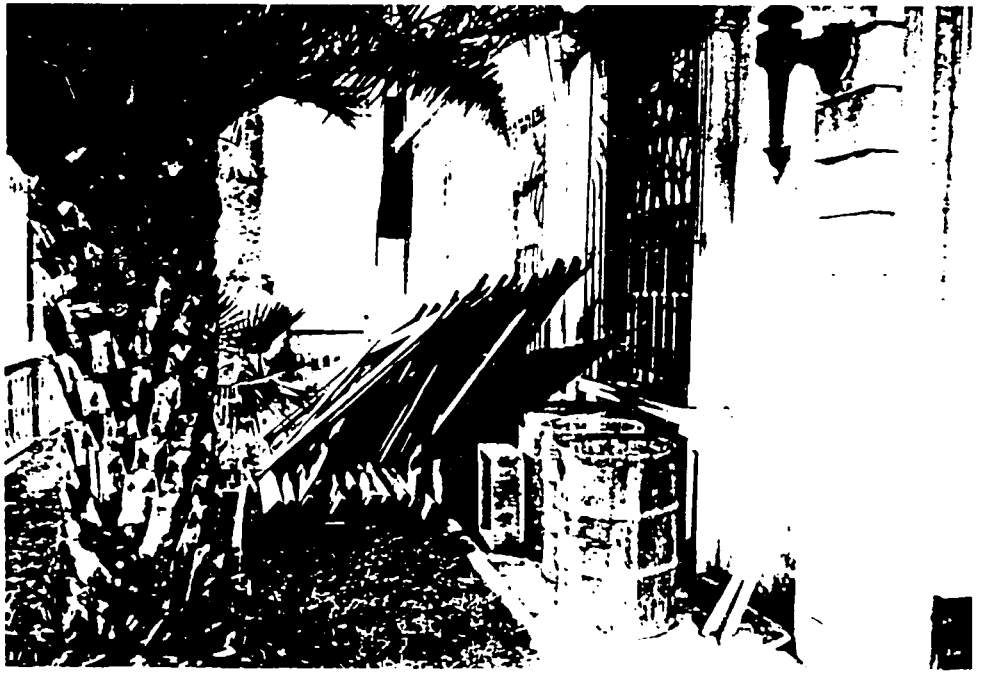
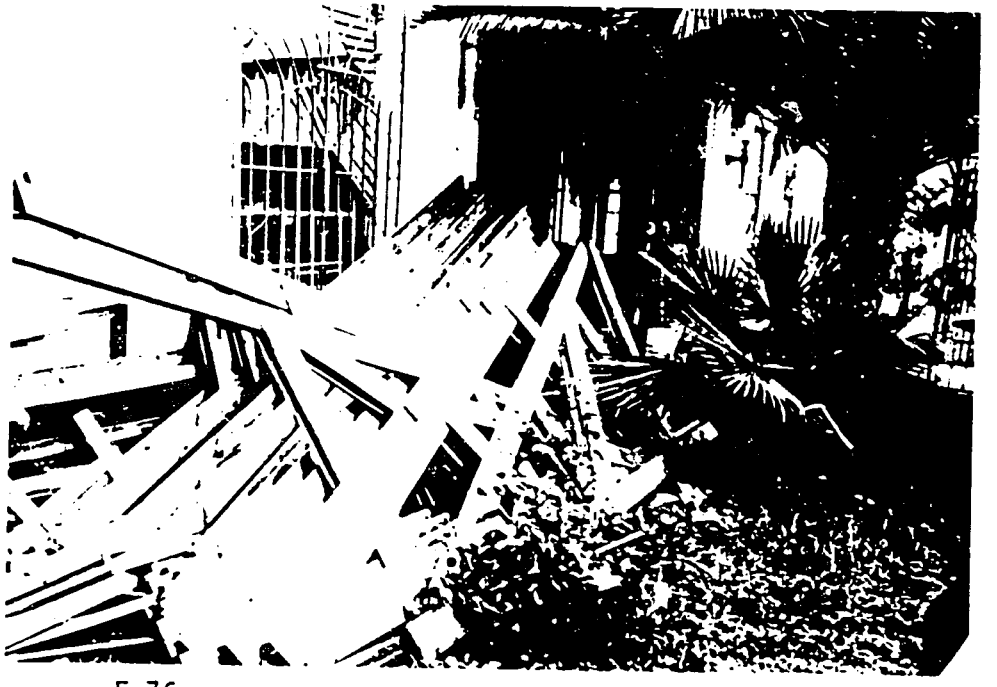


JUL. 1993







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& colaboradores
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2c avenida nº 9-76 zona 1 guatemala c a tel 20647

New address:
Avenida de las Américas 15-49, zona 14.
Guatemala City, Guatemala C.A.
Phone/Fax: 68 08 33.

Guatemala, September 3, 1993.

Ms. Jacque Holden
Administrative Officer
Technology Management Department
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Ms. Holden:

Attached you will find the PROGRESS REPORT for the month of AUGUST 1993, the "Planillas" and the Vouchers.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

RECEIVED SEP 08 1993

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2a avenida nº 9-76 zona 1 guatemala c a tel 2064

August 2, 1993.

I visited the construction and talked to Lic. Gálvez. He told me that the Dean of the School of Pharmacy was very impressed with what we are doing. He also asked her for permission to make the sidewalk for the lift, she said that she was going to think about it. I told Lic. Gálvez to call her tomorrow to find out what she thought about it because we don't have the time for this consideration.

I called Humberto Zardo to ask him about my fee, that Marisela when she called me on the 19th. of July, said that she was sending it on the 23 rd. of July. I never got the Fax with the Deposit in my Bank, I need to know how much it is in order to make the Voucher to be able to send it with the Monthly Report. Humberto said that he'll find out.

August 3, 1993.

I called Ing. Caballeros of Construpor, S.A. and told him that we have to regain the time we lost because the delay of the metal roof.
He has two teams working and he promised to do his utmost to finish on time.

I also called "La Alfombra Mágica, S.A." to find out about the vinyl floor, if it is in Guatemala. They said that they just received it and that we can have it any time. The prize we are paying for is: Q.19,468.68 but we vave already given them 50%= Q. 9,734.34.

Marisela called and sent me a Fax with the Deposit of my number 6 Fee.

August 4, 1993

I went to the construction to a meeting with the Electrical Subcontractor, the Air Conditioning Sb and the Sub for the Gypsum Board Partitions in order to coordinate their activities.

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Lic. Gálvez told me that the Dean have not decided yet about the making of the sidewalk so I talked to Lic. Rodríguez and he verbally said to go ahead.

I bought the wall tiles for rooms 300, 301, 302, 303, to Instalaciones Modernas, S.A. for Q. 3,982.50. The workmanship will be done by others.

We installed the new vertical drains, the ones that will replace the decayed ones that caused so much trouble in the Quality Control area.

August 5, 1993.

The wall tiles arrived at the construction.

We have continued with all the activities.

August 6, 1993.

The people from Construpor, S.A. are erecting the walls in rooms 101 and 203.

The Electrical Sub is also working in rooms 101 and 203, I'm coordinating both Subs so they will not interfere with each other.

August 9,1993.

I met Humberto Zardo and James Griffith at the construction.

I called Salnars & Díaz because one of their workers did not showed up today at the construction. I told Ing. Díaz to get another team of workers to reinforce the first one because Construpor, S.A. is advancing on them.

Humberto Zardo called at night and we will meet tomorrow at about 4:00 PM to discuss the AC plans that he brought with him.

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August 10,1993.

The Electrical Subcontractor's workers did not showed up for work, I called again the Sub to get the job moving.

At 4:00 PM I met Humberto Zardo and James Griffith, we made a tour of the construction and discussed the different activities and the course of action.

I received a Fax from Marisela with respect to receips of expenses:

1). Invoice for 6th. Fixed Fee. A new regulation requires that providers should not print the IVA tax in their invoices for Diplomats or in this case PATH/AID. Meaning that they don't pay taxes to a foreign Government.

2). In adding the expenses we made a mistake. It should read Q.74,087.20 instead of Q. 73,487.20. Marisela was right. Sorry.
Humberto Zardo will take the new printed clarification to substitute the wrong one.

August 11, 1993.

We are starting to make the sidewalk for the Lift that will connect room 304 to room 308.

At about 4:30 PM I met again with Humberto Zardo and James Griffith.

The electrical workers were at the job.

August 12, 1993.

I met Humberto Zardo and James Griffith at the Construction.

We finished a man hole in the sidewalk of 7th. Avenue for one of the vertical drains that we installed in order to avoid the filtering of drain water through the old ones.

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August 13, 1993. Friday.

Humberto Zardo and James Griffith were at LAPROMED, today is the last day of the Seminar that they are imparting.

We are ready to pour concrete in the sidewalk that will connect rooms 304 and 308.

August 16, 1993.

We had a meeting with Ing. Díaz the Electrical Sub, the representative of Ing. Caballeros of Construpor, S.A., the Sub for the Air Conditioning, Humberto Zardo, Lic. Gálvez and I to make a revision of all the work. We covered too the instalation of the distilled water.

In the afternoon I got a call from Jacque Holden and Marisela, they wanted to know about the "Bono 14", the new way of making the vouchers without the IVA. I gave them the explanation.
Jacque also wanted me to send to PATH copies of the vouchers and the exemptions of the IVA of my Fees. I gave the copies to Humberto to take them up to PATH.
I also sent the same copies to Miriam de la Cerda who also asked for, on petition from Jacque Holden.

In the evening we worked at the office with Humberto Zardo untill 9:00 PM.

August 17, 1993.

I called AID to tell Miriam de la Cerda that I had given Humberto Zardo the information that PATH had asked her to send to them. The lady in charge of Ms. de la Cerda office told me that she was not available until tomorrow.

I went to the construction and met Humberto Zardo, later in the day he called the office and we finished the work that we had left unfinished last night.

He gave me the go ahead to change the Fixture Lamps to the type that will be embedded in the ceiling made out of gypsum board instead of in the machanically suspended. The extra cost is Q.3,206.42. We will eliminate two in room 403 so the total increase will be around Q. 2,600.00.

He also told me that he called Lic. Archila, PATH's Lawyer, to tel him that even though the IGSS inspector had made the revision of our 13 Planillas, finding them in perfect order and signing and stamping them, we still have not gotten the "Número Patronal". I'ts been a month since then.

August 18, 1993.

I went to the construction. We had to move the pipes for the distilled water and drain that that feeds the LAPROMED Lab in the basement to a different location at the request of Lic. Rodríguez.

August 19,1993.

I'm coordinating the people of the electrical Sub with the ones of the dry wall partitions, I talked to both Subs and now we are back to doing the job correctly. For a couple of days I had a skirmish in my hands.

The suspended ceiling in the second floor, room 504 is almos finished.
Today we started in room 503 with the suspension.

August 20, 1993.

I took some pictures for the report.

The intersection boxes for the telephones were dropped to the height of the suspended ceiling and with the guide lines in place.

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We have continued with all the activities.

The sidewalk for the lift is almost finished.

August 23, 1993.

I went to the construction and at that time they were unloading the aluminum windows. I checked them and found out that they were not made in accordance with the specifications. I told them to take them back.
I called Mr. Raúl Aldana Jr. and he said that I was right and that they will do them again. The problem is time.

The sidewalk for the lift is finished.

It has been raining most of the time, but practically all the work is being done under a roof.

August 24, 1993.

I met the Electrical Sub at the construction. Now he does have a second team to reinforce the other one.

The tile workers started in one of the toilet facilities.

Today the Windows Sub sent me the new section of the aluminum windows for approval. I called him back and left word that the profile or configuration he sent was acceptable.

August 25, 1993.

I called again the Aluminum Windows Sub, Mr. Raúl Aldana Jr. that the profile of the windows was fine. He said that he will start manufacturing them again.

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The Plumber was installing the compressed air pipes.

As per Humberto Zardo's request we are installing a closed circuit for the distilled water. We will require three more pipes of stainless steel.

August 26, 1993.

I went to the construction with the representative of Guatemetal that will make the rolling door for the entrance on third street. I got a discount that the quotation came down to our original prize.

In the afternoon I got a Fax from Jacque Holden saying that my seventh Fee was deposited in my Bank.

In checking the three stainless steel pipes that was required to extend the distilled water circuit, we found out that the provider PROTEISA, had sent regular pipes, not stainless. We sent them back.
The construction in Guatemala requires to double and triple check everything, if not, you end up with a "Taco" factory instead of ORS.

August 27, 1993.

Dr. Enrique Duarte of AID called at 9:30 AM to ask if it was urgent to get the AC equipment to Guatemala and under what flag. I told him that: 1) It was URGENT and 2) Under American flag but in case that if it was not available, that AID had the procedures to bring the equipment through some other ways.

At 5:30 PM to 5:50 PM Humberto Zardo called to find out the Following:
1) About IGSS, if we had gotten the "Número Patronal". I had just talked to Lic. Archila and according to him the NP was approved and we will get it next Thursday September the 2nd. 1993.
2) About a Waver from AID to bring the AC equipment in ships that might not be under an American Flag. I told Dr. Duarte what I said above.
3) About the location of certain AC equipment. What we need is to have the equipment here and then we'll see where the best location may be.

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About the Stainless steel accesories. He will bring them made out of PVC specially made for this particular use.

August 30, 1993.

I had a meeting with Ing. Caballeros of CONSTRUPOR, S.A. I reminded him to paint the wall behind the Air-Wall before putting in place the front wall.

We are starting to put in place the tiles in room 303. The toilet facilities are finished. Rooms 302 and 303.

We moved the ovens to their final location because we had to close the door to get them in room 203.

August 31, 1993.

I met Ing. Guillermo Díaz of Salnars & Díaz, the Electrical Subcontractor at the construction. We had to move a Safety Switch for Oven #1 to the wall in axis 3 of room 203, Plan EL-2, 24/29, because the Return 1985 CFM to Air Wall interfered with the conduits. We will have to put infront of the conduits an extra wall of gypsum board in order to hide them.

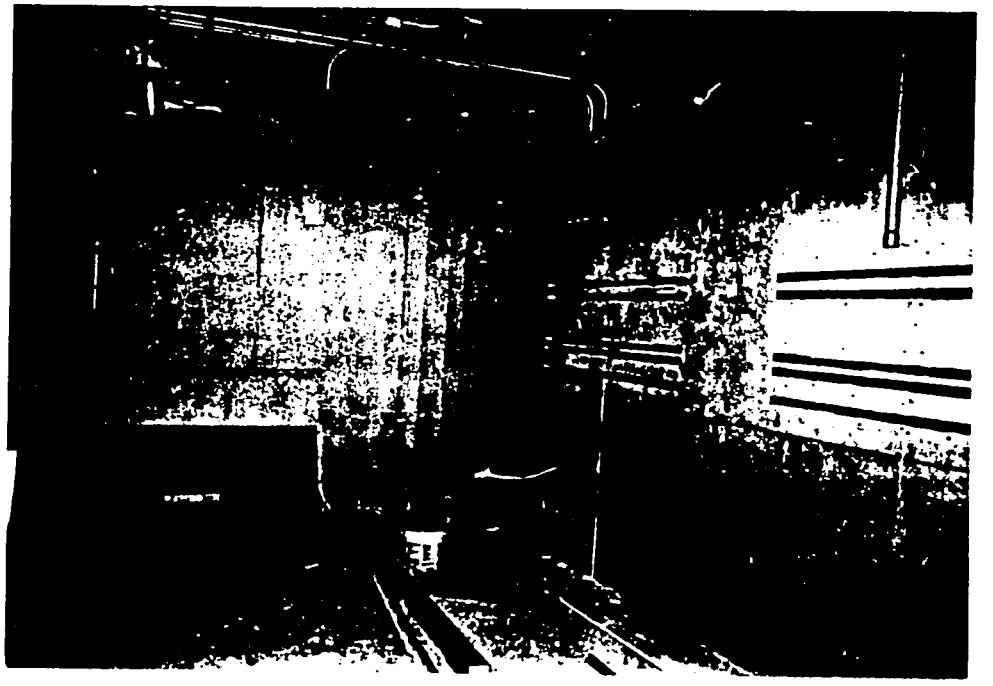
The tiles in room 300 are already in place. We will continue in room 301.

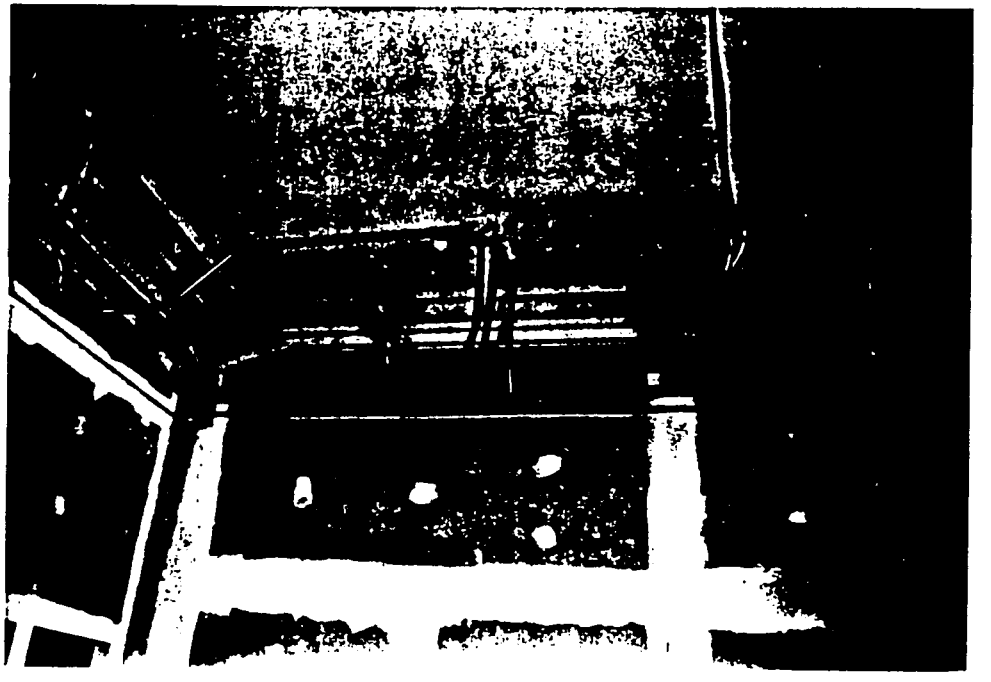
CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED.
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

DESCRIPCIÓN.	TIEMPO MESES.	1	2	3	4	5	6	7	8	9	10	11	TIEMPO / COSTOS
DEMOLICIÓN	QUITAR PAREDES, PISOS, TECHOS EXISTENTES QUE SE INDIQUEN EN LOS PLANOS Y ESPECIFICACIONES. NOTA IMPORTANTE: La Universidad de San Carlos suministrará un lugar para depositar lo que quiera conservar. Nombrará a una persona responsable quien decidirá lo pertinente.												Q 23,000.00
MAMPOSTERÍA.	CIMIENTOS, COLUMNAS, PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO												Q 30,219.74
PLOMERÍA.	AGUA FRÍA.												Q 1,054.94
	DESAGUES												Q 4,047.26
	AGUA CALIENTE Y GAS PROPANO.												Q 4,950.86
	AIRE COMPRIMIDO.												Q 14,054.91
	EQUIPO HIDRONEUMÁTICO Y CALENTADOR.												Q 8,691.87
	AGUA DESTILADA.												Q 20,703.09
	ARTEFACTOS SANITARIOS.												Q 10,169.84
	INSTALACIÓN.												Q 11,406.93
TECHO de ACERO PRIMER PISO	ARMADURAS DE ACERO Y TECHO DE LÁMINA GALVANIZADA, 212.00 m². CHIMENEAS.												Q 67,743.40
PISOS.	PISOS DE TERRAZZO PRIMER PISO.												Q 29,802.71
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												Q 2,008.95
PAREDES.	PAREDES DE TABLAYESO, PRIMER PISO.												Q 116,692.66
	PAREDES DE TABLAYESO, SEGUNDO PISO												
ELECTRICIDAD.	ALAMBRADO Y CONEXIÓN DE MAQUINARIA Y EQUIPO.												Q 467,934.80
DUCTOS, AA (Equipo por otros.)	HECHURA Y CONEXIÓN A MANEJADORAS, INSTALACIÓN DEL EQUIPO Y SUMINISTRO DE DIFUSORES Y REJILLAS. PRIMER PISO. SEGUNDO PISO												Q 125,175.08
TECHO de ACERO. TERCER PISO.	ESTRUTURA DE ACERO Y TECHO DE LÁMINA GALVANIZADA. 72.00 m²												Q 15,135.15
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARÁN EN EL CORREDOR DEL PRIMER PISO.												Q 8,626.07
AZULEJOS.	SE COLOCARÁN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												Q 7,091.52
PUERTAS.	PUERTA ESPECIAL DE CAOBA, BARNIZADA, SOBRE 3ª CALLE.												Q 6,398.60
	27 PUERTAS SEGÚN PLANOS.												Q 93,025.80
	PUERTA ENROLLABLE TIPO PERSIANA DE METAL.												Q 3,580.15
CIELO SUSPENDIDO.	585.00 m² Aprox. PRIMER PISO SEGUNDO PISO												Q 203,866.00
PINTURA.	PINTAR 450.00 m² DOS MANOS (=900.00 m²)												Q 17,519.86
MANO DE OBRA.	SE PAGARÁN TODAS LAS PRESTACIONES LABORALES												Q 346,840.00
IMPREVISTOS.	10%												Q 161,395.82
RECEPCIÓN.	RECIBIR POR "PATH" LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.												
													Q.1.775,354.01

NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS

LAPROMED		
arqs. pelayo Larena & colaboradores.		Diseño: Arqs. P.L.L.
		Dibujo: Arq. P.L.L.M.
		Fecha: Junio 24-1983
Propietario	TIEMPOS Y COSTOS.	TC-1 1/1
Escala: NO.		
Arq. Pelayo Larena	3ª Calle y 7ª Avenida Zona 1	





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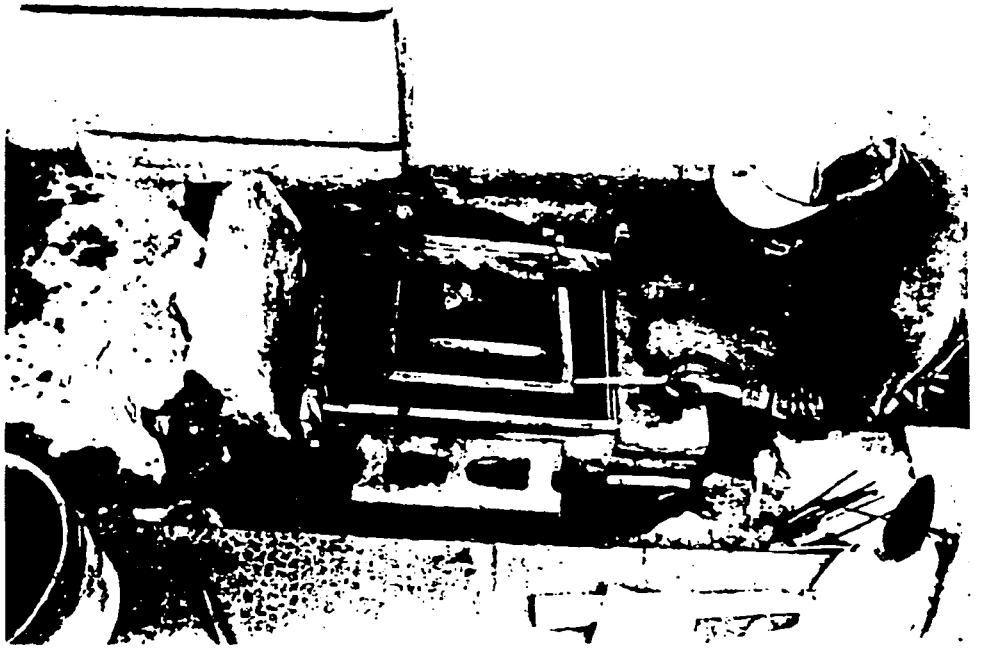

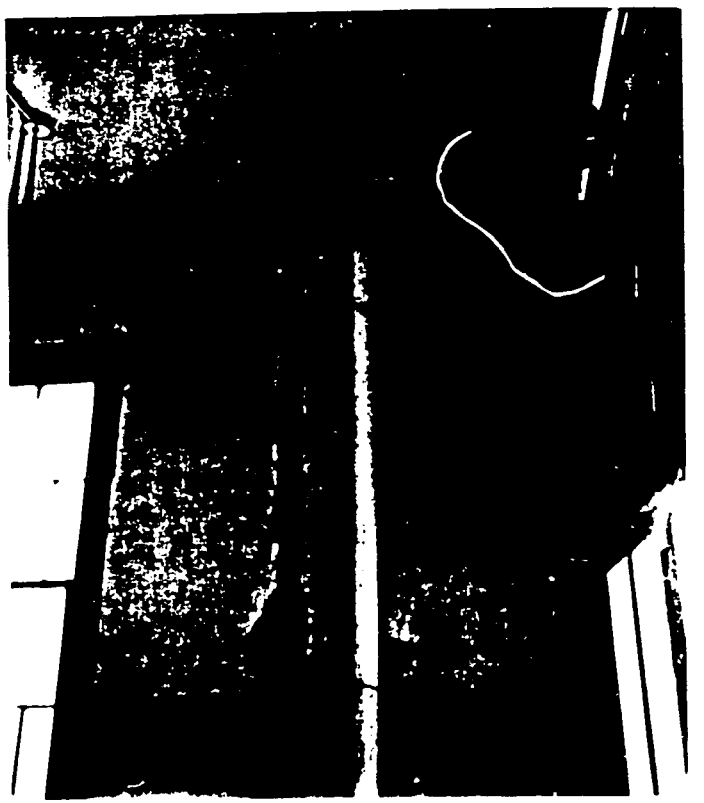

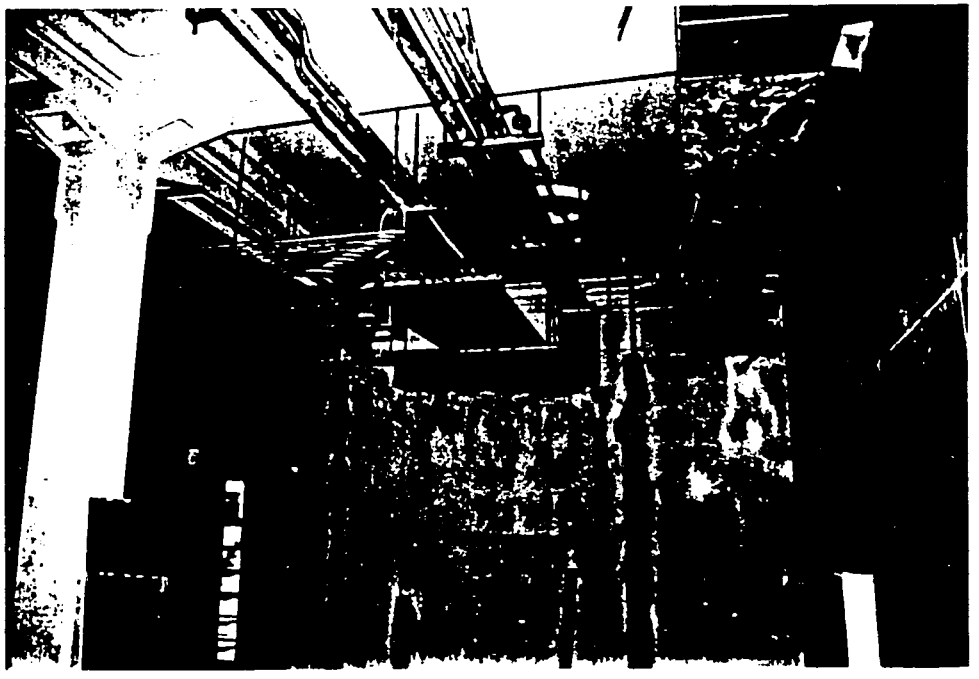

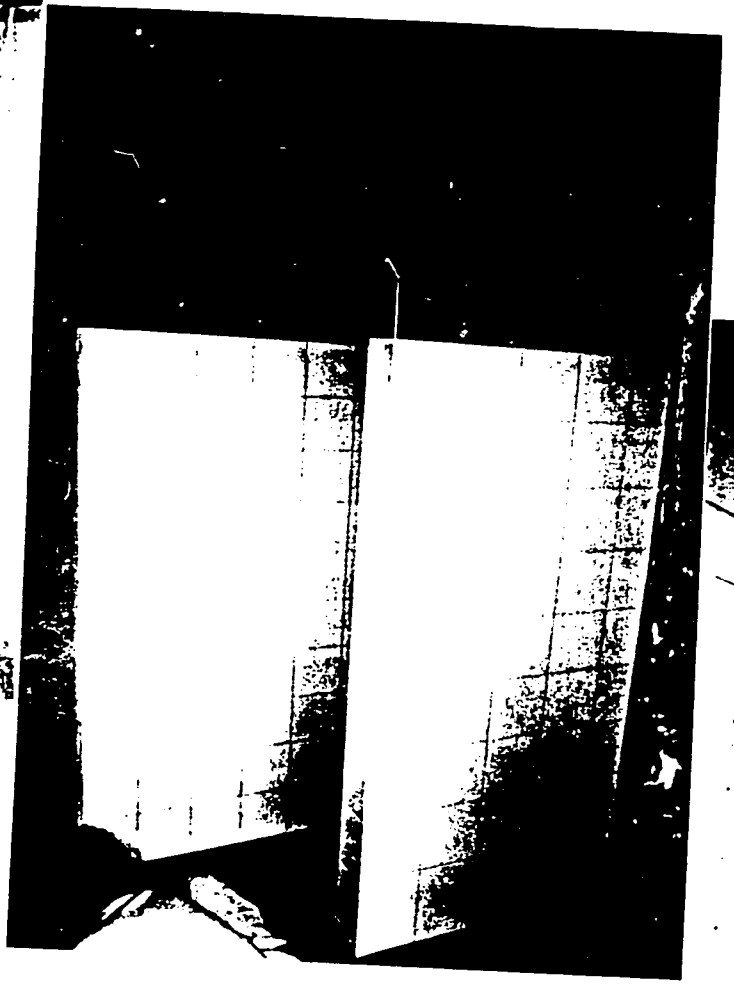

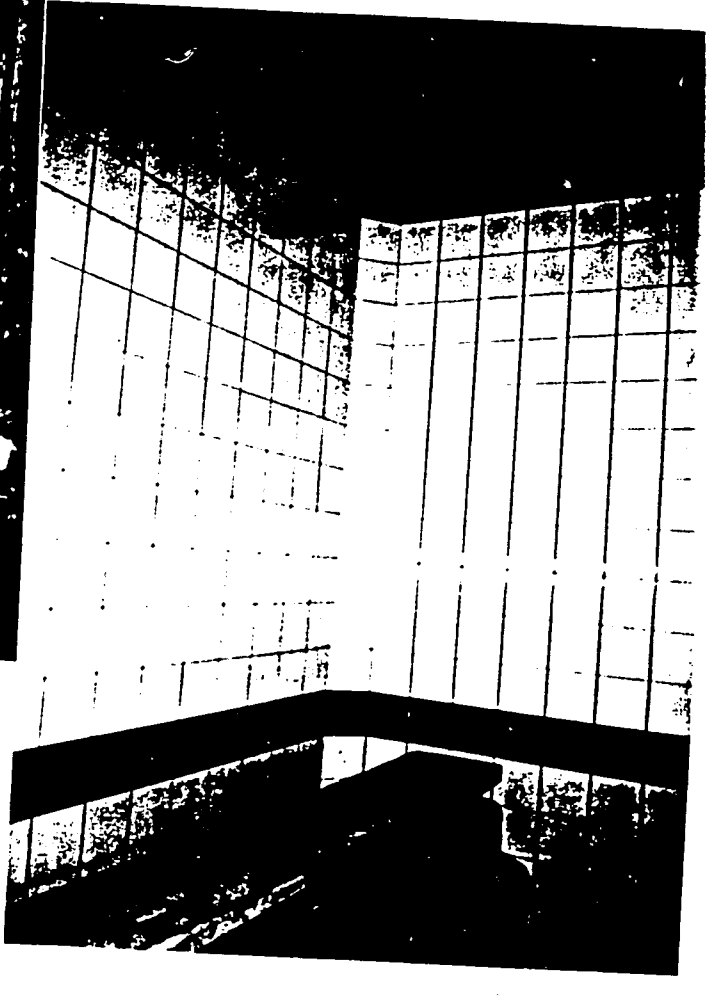

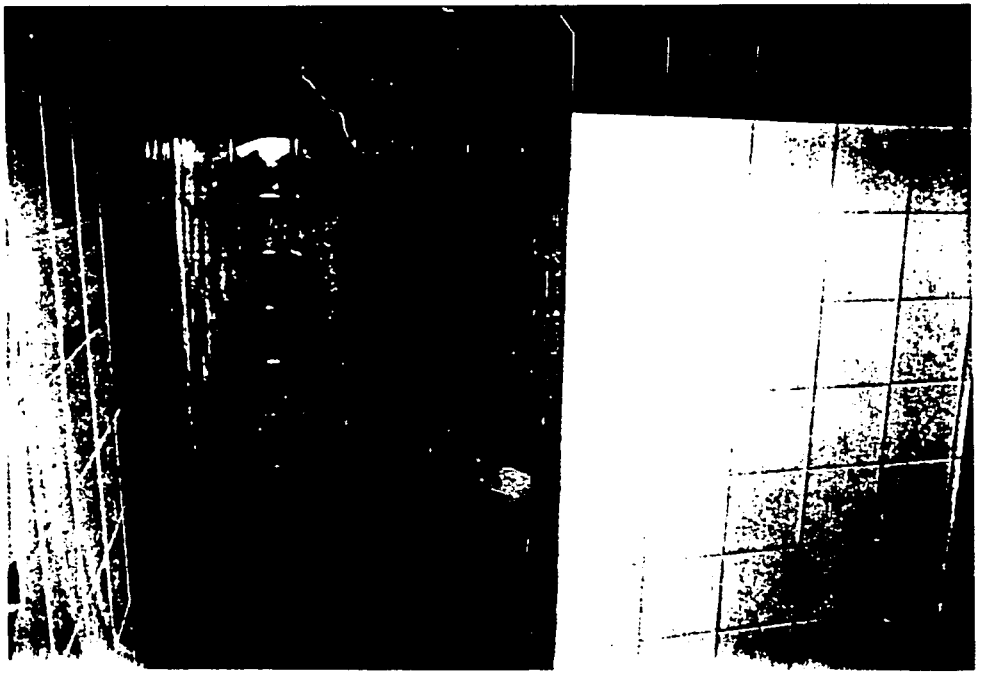

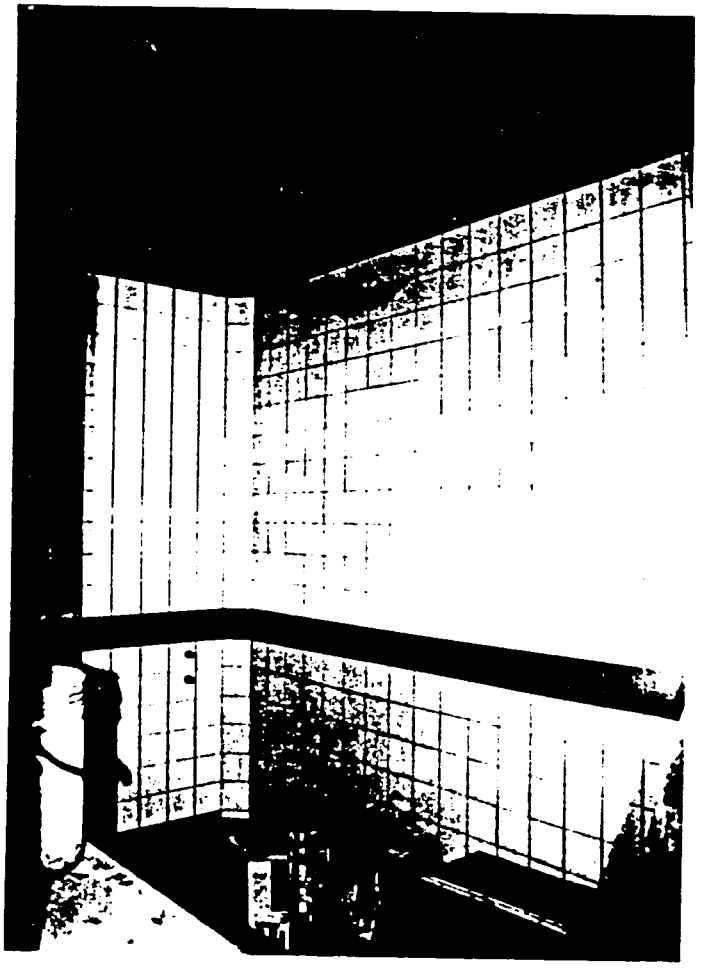

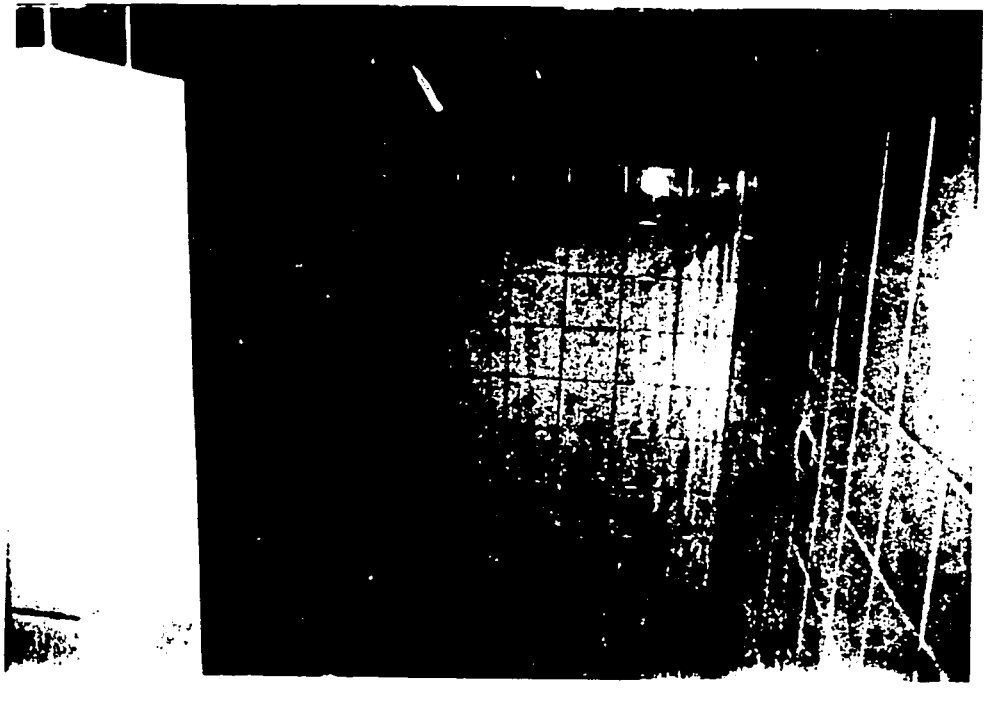

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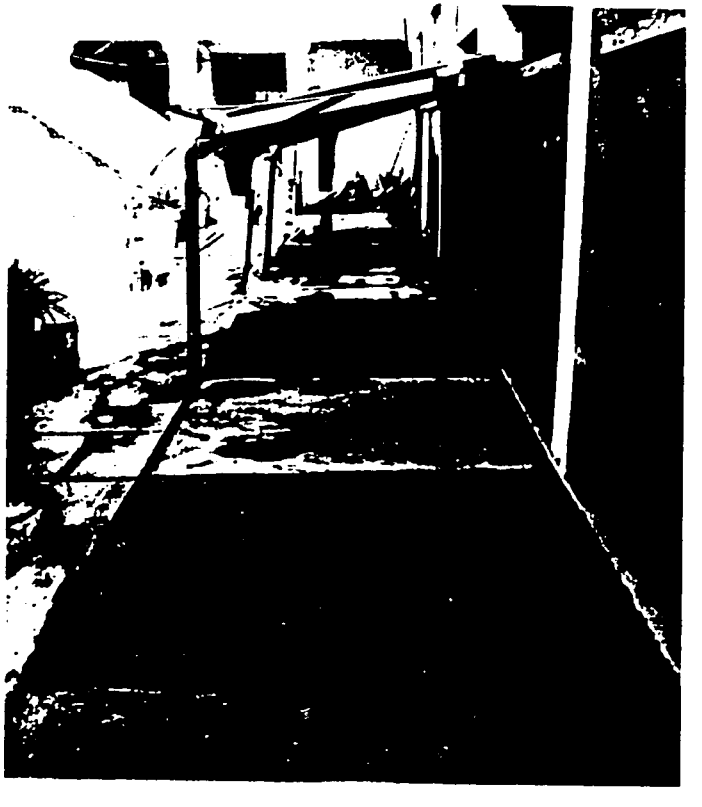

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2a avenida nº 9-76 zona 1 guatemala c a tel 20647
New address:
Avenida de las Américas 15-49 zona 14.
Guatemala City, Guatemala C.A.
Phone/Fax: 68 08 33.

RECEIVED OCT 0 8 1993

Guatemala, October 4, 1993.

Ms. Jacque Holden
Administrative Officer
Technology Management Department
P A T H.
4 Nickerson Street,
Seattle Washington 98109
U.S.A.

Dear Ms. Holden:

Attached you will find the PROGRESS REPORT for the month of SEPTEMBER 1993, the "Planillas" and the Vouchers.

Very truly yours,

Arq. Pelayo Llarena Sr.

Enclosure: Indicated.

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September 1, 1993.

I was at the construction when Lic. Gálvez approached me to ask if I could send to PATH a casette. I said that, with pleasure if I get it withing two days so I could send it with the Monthly Report.

Only one Team is working from CONSTRUPOR, S.A. I called Ing. Caballeros to ask to resume the work.

September 2, 1993.

I got a call from Marisela, she wanted to know if we had gotten the "Número Patronal" from IGSS. I told her that we had not.

She also mentioned that the AC equipment would be in Guatemala the 11th. of September.

Lic. Gálvez has some information for PATH and Marisela said to send it with the Monthly Report.

Humberto Zardo will be in Guatemala on the 20th. of September.

We have continued with all the activities.

September 3, 1993.

I went to the construction and picked up an envelope addressed to Lic. Gálvez, but according to my Foreman it was left there for me to send to PATH.
I'll send it with the Progress Report but it will have to be next Monday Sept.6 because I got it too late.

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September 6, 1993.

I sent the Monthly Report by DHL.

Aluminios Aldana sent the windows, they will start putting them in place tomorrow.

GUATEMAETAL, the people that are making the rolling door had it hung out of plumb and level. I called them and asked for other workers, different than the ones they had sent.

September 7, 1993.

I was at the construction, Dr. Chang and Lic. Gálvez arrived for an inspection. They told me that the Vice Minister of Health said to them that the Minister wanted to come to visit the premises with reporters. They talked him out of it because it would put us in the eye of the hurricane. One man at Antropología e Historia said to place the electrical conduits over the walls but the Good Manufacturing Practice requires that should be placed inside the walls, so we placed them as required, in the walls.
It is not a good policy to rub it in, and it would have been if the Media got hold of it.

The people of GUATEMETAL sent different workers to hung the metal door and they found out themselves that there was a mistake of 3 cm. out of plumb and level. The door would have never been able to be closed.

The people from ALUMINIOS ALDANA started putting the windows in their places.

September 8, 1993.

I called CARPINTERIA CENTROAMERICANA to tell them that we are ready for them to start installing the doors.

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When I was at the construction, Lic. Gálvez asked if we could give him for the School of Pharmacy some of the cinder blocks that were left over from the construction. They want to enclose their Hydroneumatic equipment from view.
I told him that I will ask Humberto Zardo if that is possible. Besides I dont' think we have enough of them.

September 9, 1993.

Marisela called at about 9:20 AM and told me that she talked to Lic. Archila about the "Número Patronal" of IGSS. Lic. Archila said to her that he was going to find out what had happened.

When I was at the Construction my Foreman and Lic. Rodríguez told me that from "Servicios Generales" of USAC several people came to visit the Job, they were very pleased with the work done. They (Servicios Generales) got a similar letter from Antropología e Historia than the one that the School of Pharmacy got with respect to the electrical conduits. They said that they will not answer it, that the work that we are doing is going to save lives and that a building is good as long as it serves man.

September 10, 1993.

I received by DHL a Memorandum from Humberto Zardo on the Seminar that he dictated at LAPROMED and a review of the construction progress.

September 13, 1993.

In addition to the regular workers, we have now the Plumbers and the Carpenters who are putting the frames for the doors in the QC Lab.

The aluminum windows are in place but not fixed to the walls. The picture window for the office of Lic. Gálvez has not arrived to the job yet.

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[illegible] tel 20647

I had to dismiss one of the workers of the Electrical Subcontractor because he was pounding the Terrazo floor with a steel pipe. I also found out that he was the one that broke some of the tiles in the toilets and in addition broke a water pipe that serves the Labs of LAPROMED.

September 14, 1993.

I talked to Ing. Guillermo Díaz of Salnars & Díaz and told him about his worker. He said that he had already dismissed him yesterday before I evicted him.

Ing. Díaz wants me to give him another 20% that would make a total of 80% but I will advance him only 10% making it 70% to pay for the Lamps.

September 15, 1993.

Guatemalan Holyday. Independence Day.

September 16, 1993.

We have been working on the instalation of the pipes for the distilled water, compress air and propane gas. All of them in the plenum.

September 17, 1993.

I called Ing. Otto Caballeros of CONSTRUPOR to urge him to have another team at the construction because with only four people we are not advancing very rapidly. He said that next week he'll have the Painters to start with the walls. Still, we need more people working in the Suspended Ceiling because the Electrical Sub will start putting the Lamps.

The Subcontractor of the Rolling Metal Door will be placing it next Monday.

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I went to CARPINTERIA CENTROAMERICANA and brought with me the Manager to the construction. We checked together what his carpenters were doing.

I got a call from Marisela. She asked if I had gotten the IGSS # Patronal. This same afternoon I got a Fax from Lic. Archila who gave it to me as being 63282 for PATH.

September 18, 1993.Saturday.

I went to the Construction to take some pictures for the Monthly Report.

I talked to the Manager of CONSTRUPOR who was at the job. He promised to have a new team working by next week.
CONSTRUPOR had also a couple of people painting the walls.

September 20, 1993.

I received a Fax from Jacque Holden asking for the work accomplished, in a form of percentages. I answered in the same manner within the hour.

In the morning while at the construction, my Foreman told me that the Vice-Minister of Health came to the job at about 2:00 PM, since it was Saturday and nobody but my Foreman was there, he showed him every aspect of the construction. He gave him a tour with Plans in hand that lasted over an hour. His comments were: ".. the work is well done, what I don't undersestand is how some people wants to keep in shambles a building that with the refurbishing that is going through can still serve the people and save lives.." (Meaning one man at Antropología e Historia.)

I wrote a Check for IGSS in the amount of Q.15,045.36 for all the time that the job is been going on. They still have not notified us officially.

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September 21, 1993.

I called Aluminios Aldana and told the Manager Mr. Raúl Aldana Jr. to send the installers. They have all the windows and their glass but they have not screwed them to the walls.

I also called Ing. Caballeros of CONSTRUPOR and asked again for another team to start the suspended ceiling in the first floor. He said that by next week he'll have more people working.

The Electrical Contractor started using electrical boxes that are not acceptable by the Specs. I told him to change them immediately. He did.
He also promised that in nine days he'll have the job wired.

With the "Número Patronal" 63282 but without the "Resolución" we managed to pay the IGSS. We had to go to the top man and showed him the check, then he gave the order to accept the payment.

September 22, 1993.

Today the AC Equipment arrived at LAPROMED. We left it outside because it is too bulky and we could not bring it in the premises. We left it protected. It came twelve days behind schedule.

The Electrical Sub is still changing the boxes that were not accepted.

September 23, 1993.

We are contacting a Crane Rental Co. to get the AC Equipment to the roof of the building. I have called two companies that can do the job but only one has responded.

Received a Fax from Marisela mentioning that Fee #8 has been deposited.

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September 24, 1993.

I went to the construction to check some details that will have to be fixed, like the ceramic tiles and the cutting of the gypsum board to make room for the electrical boxes, etc.

In the afternoon I got a call from Lic. Gálvez, he wanted to know what I was going to do with the AC Equipment. I asked him to contact the Electric Power Co. and the Police for the lifting of the equipment from the street; That I already had the people that would do the lifting but that I required some help from the University to get another governmental branch to do what it was needed.

September 27, 1993.

I met Humberto Zardo at LAPROMED. We made the tour and showed him where I thought the equipment should be placed and how should be supported.

Later in the day Lic. Gálvez told me that the Electric Power Co. was going to charge Q.321.00 to protect the cables in the street so we could lift the AC Equipment to the roof. I told him that we agree to pay and that we require to have it done Wednesday at 7:30 AM.

September 28, 1993.

I gave Lic. Gálvez the check for the Electric Power Co. in the amount of Q. 321.00.

I stayed the whole morning at LAPROMED overseeing the works with Humberto Zardo.

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September 29, 1993.

We got the AC Equipment to the roof of the building.
We have to order the steel beams that are goingto support it. The structural design and plans are being done. Humberto Zardo approved the schematics.

The Subcontractor for the AC was present at the time of the lifting took place.

Humberto Zardo came over to the office with Lic. Gálvez to continue the discussion of the different alternatives of the AC supports.

September 30, 1993.

Humberto Zardo called a meeting with Guillermo Díaz, the Electrical Subcontractor. We met at the job at 11:00 AM and discussed what to do with the Electric Power Co. (Government owned) that has to install the 3-50 KVA Transformers.
It has been a long time since we requested the instalation, and they have not done anything about it.
Ing. Díaz promised to try to activate the bureaucratic procedures.

In the evening Ing. Díaz called to let me know that the cost of the study made by the Electric Power Co. unofficially it is as follows:

Deposit:	Q. 5,000.00
Materials, etc.:	19,450.00
Connection:	107.00
	Q. 24,557.00

I will have to wait for the official voucher.

NOTE: I need more funds. Humberto Zardo made the estimate and passed it to P A T H.

CONSTRUCTION TIME & COST ESTIMATE OF O.R.S. AT LAPROMED.
TIEMPO DE CONSTRUCCIÓN Y COSTOS. REMODELACIÓN LAPROMED.

DESCRIPCIÓN		TIEMPO MESES. 1	2	3	4	5	6	7	8	9	10	11	TIEMPO	COSTOS
DEMOLICIÓN	QUITAR PAREDES, PISOS, TECHOS EXISTENTES QUE SE INDICAN EN LOS PLANOS Y ESPECIFICACIONES. [illegible]												0	23,000.00
MAMPOSTERÍA	CIMIENTOS, [illegible], PAREDES DE BLOCKS, HIERRO, PISOS DE CONCRETO												0	33,211.74
PLOMERÍA	AGUA FRÍA												3	1,354.30
	DESAGUES.												3	4,346.72
	AGUA CALIENTE Y GAS PROPANO												3	4,859.35
	AIRE COMPRIMIDO.												3	1,435.30
	CIRCUITO HIDRONEUMÁTICO Y CALENTADOR												3	1,000.00
	AGUA DESTILADA.												3	23,700.33
	ARTEFACTOS SANITARIOS.												3	13,160.00
	INSTALACIÓN												3	11,433.33
TECHO de ACERO PRIMER PISO	ARMADURAS DE ACERO + TECHO DE LAMINA GALVANIZADA. 172.00 m². CUMBREAS.												3	47,743.00
PISOS.	PISOS DE TERRAZZO PRIMER PISO.												3	23,832.71
	LIMPIEZA DEL PISO DEL SEGUNDO PISO.												3	2,959.91
PAREDES.	PAREDES DE TABLAYESO. PRIMER PISO.												3	116,692.66
	PAREDES DE TABLAYESO. SEGUNDO PISO													
ELECTRICIDAD.	ALAMBRADO + CONEXIÓN DE MAQUINARIA Y EQUIPO.												3	46,233.00
DUCTOS. AA (Equipo aire acond.)	HECHURA Y CONEXIÓN A MANEJADORAS. INSTALACIÓN DEL EQUIPO + SUMINISTRO DE DIFUSORES + REJILLAS. PRIMER PISO. SEGUNDO PISO.												3	125,175.35
TECHO de ACERO TERCER PISO	ESTRUCTURA DE ACERO + TECHO DE LAMINA GALVANIZADA. 72.00 m²												0	15,133.15
VENTANAS.	VENTANAS FIJAS DE ALUMINIO QUE SE INSTALARAN EN EL CORREDOR DEL PRIMER PISO.												3	8,621.37
AZULEJOS.	SE COLOCARAN EN LOS BAÑOS Y EN LOS AMBIENTES 300 Y 301.												3	7,099.52
PUERTAS.	PUERTA ESPECIAL DE CAOBA. BARNIZADA. SOBRE LA CALLE. 27 PUERTAS SEGÚN PLANOS. PUERTA ENROLLABLE + PO PERSIANA DE METAL.												3 0 3	6,239.63 93,321.00 3,381.15
CIELO SUSPENDIDO.	305.00 m² aprox. PRIMER PISO. SEGUNDO PISO												3	203,988.83
PINTURA	PINTAR 400.00 m² DOS MANOS (+900.00 m²)												3	17,511.56
MANO DE OBRA	SE PAGARAN TODAS LAS PRESTACIONES LABORALES.												3	346,460.90
IMPREVISTOS.	10%												3	161,139.82
RECEPCIÓN	RECIBIR PROPIEDAD LAS INSTALACIONES TERMINADAS Y FUNCIONANDO.													
														Q.1.775,356.01

NOTA: EL EQUIPO DE AIRE ACONDICIONADO NO HA SIDO CONTEMPLADO EN ESTE CUADRO DE COSTOS

LAPROMED

arqs. pedro Zacarías & colaboradores.

Proyectista

Escala: NO.

TIEMPOS Y COSTOS.

TC-1

3ª Calle y 7ª Avenida Zona 1

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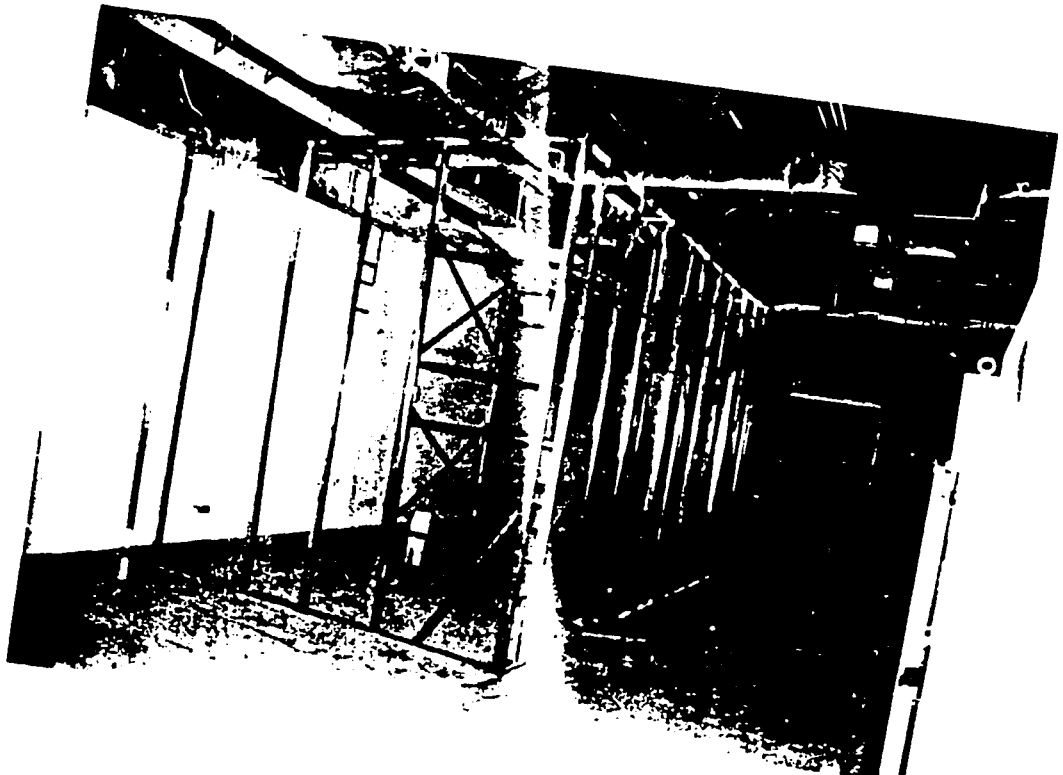
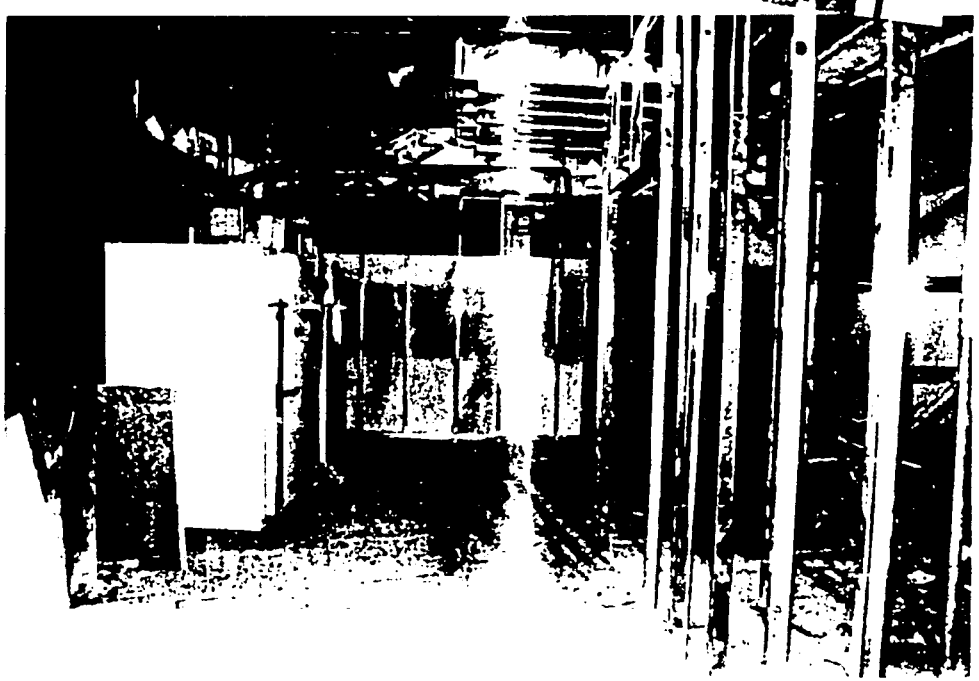
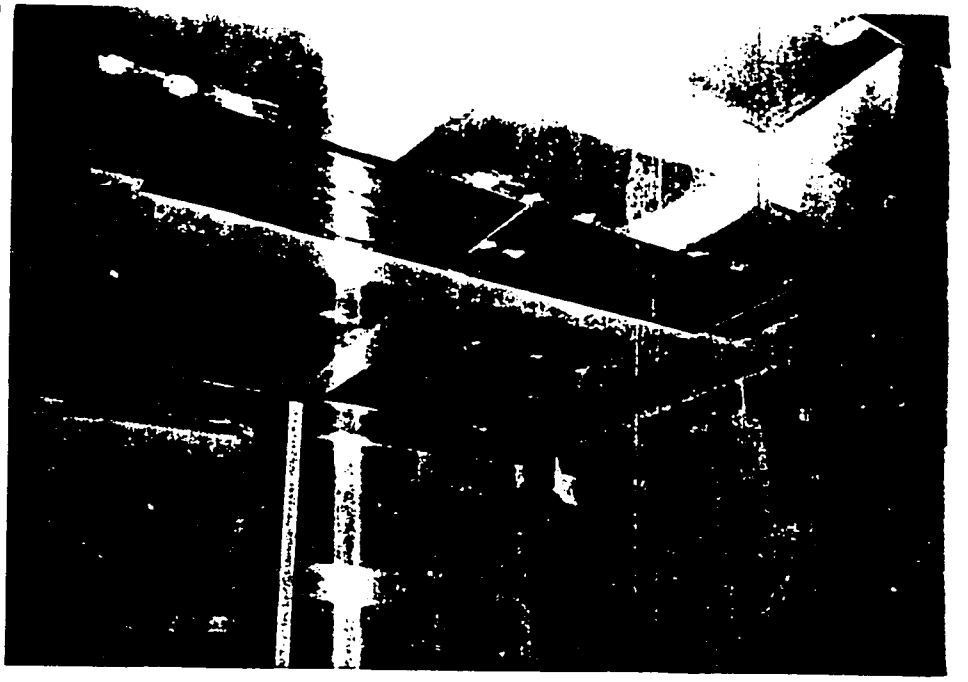
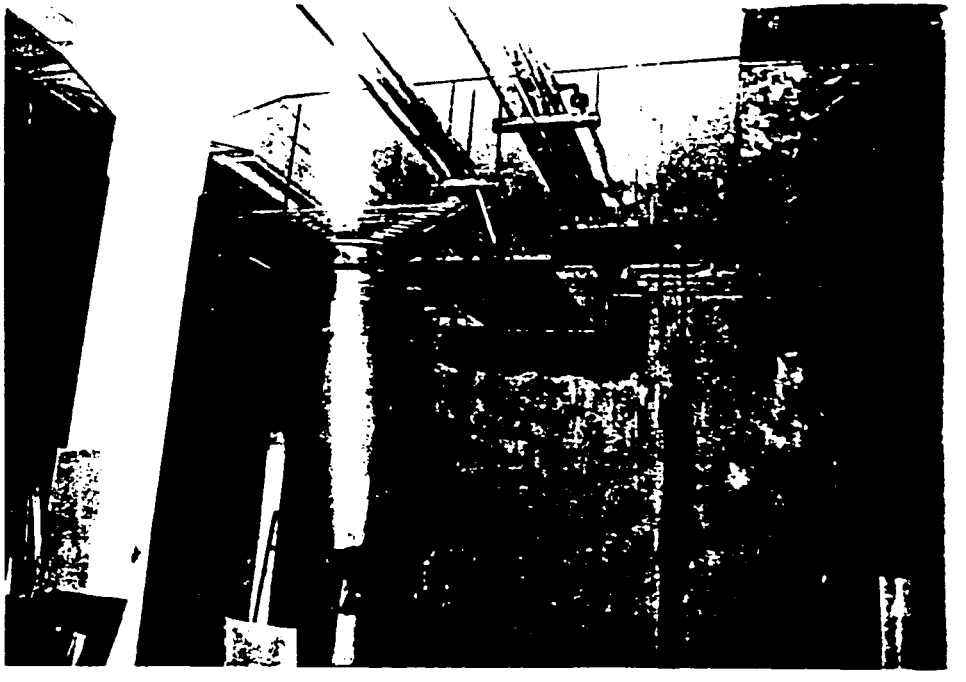
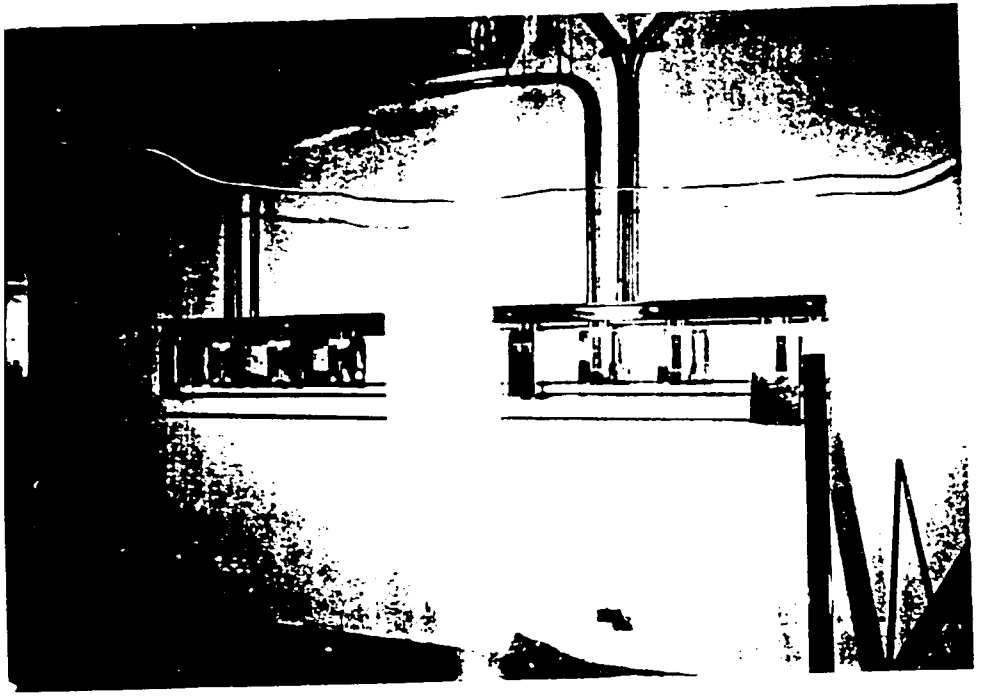
10 SET. 1991

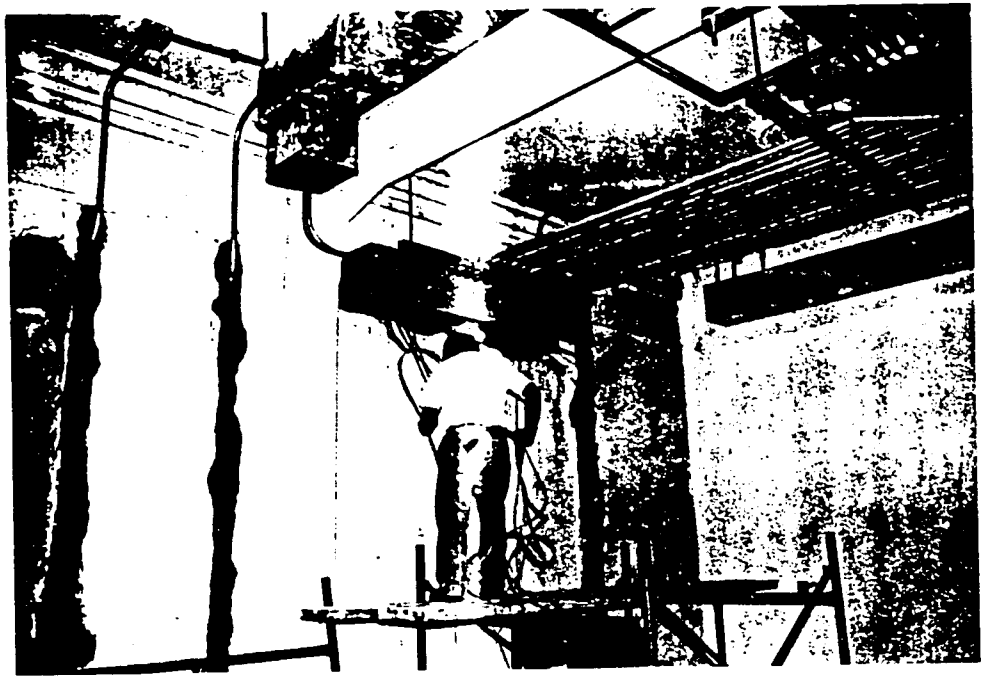


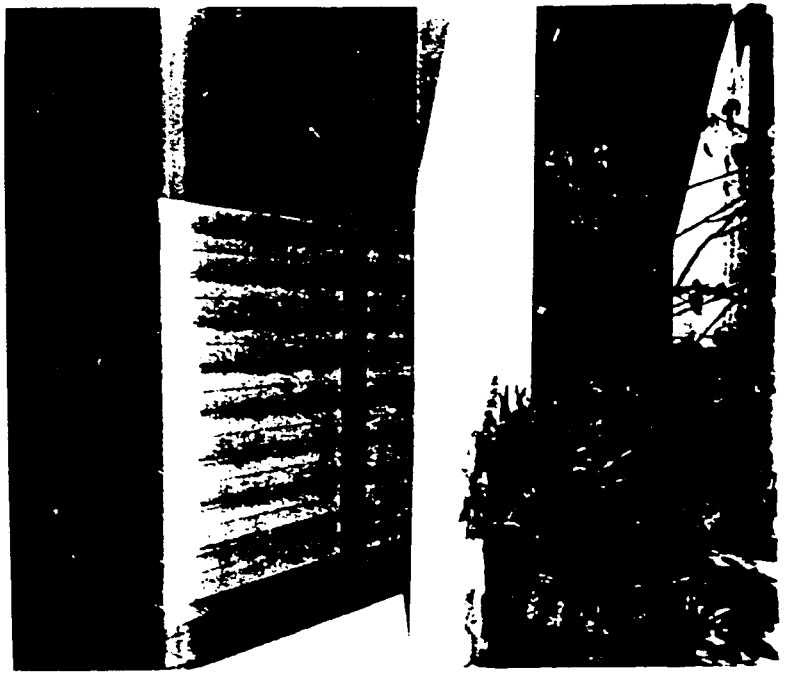


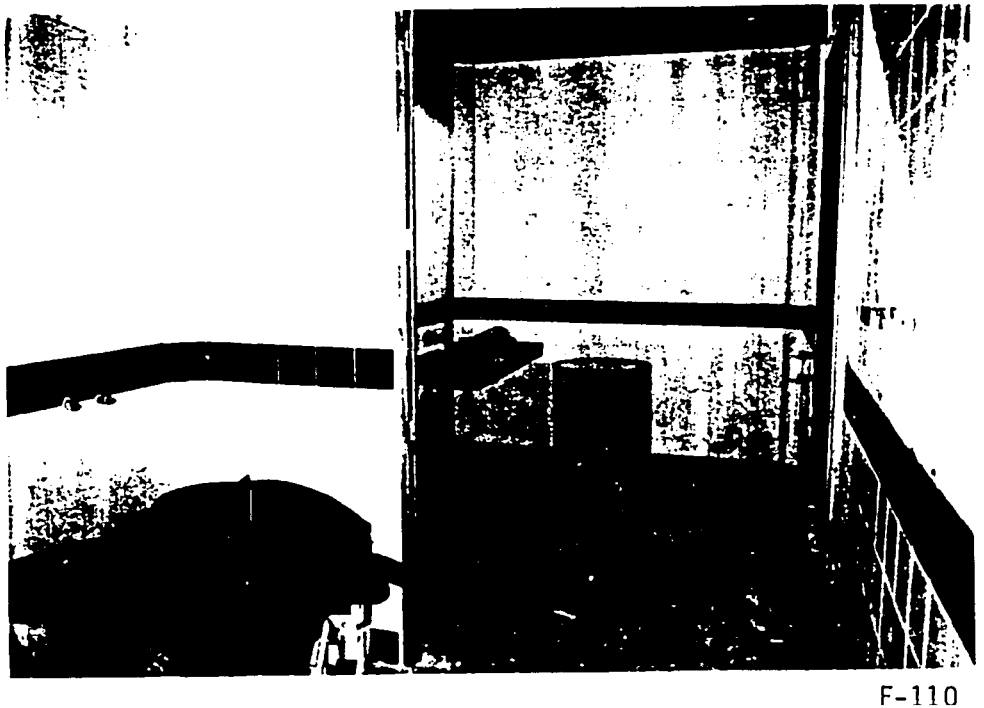


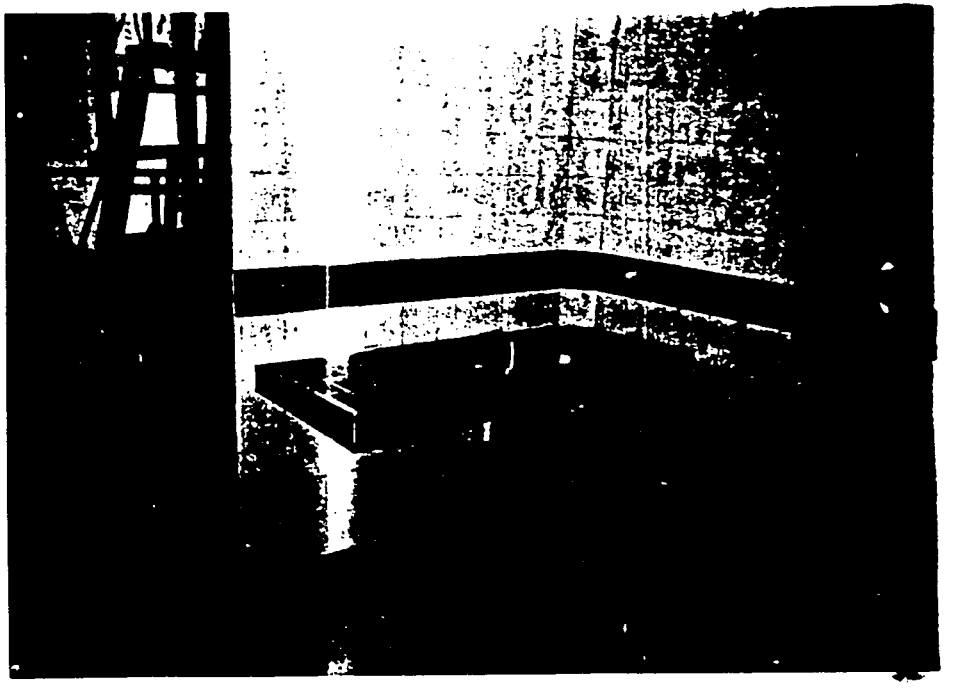












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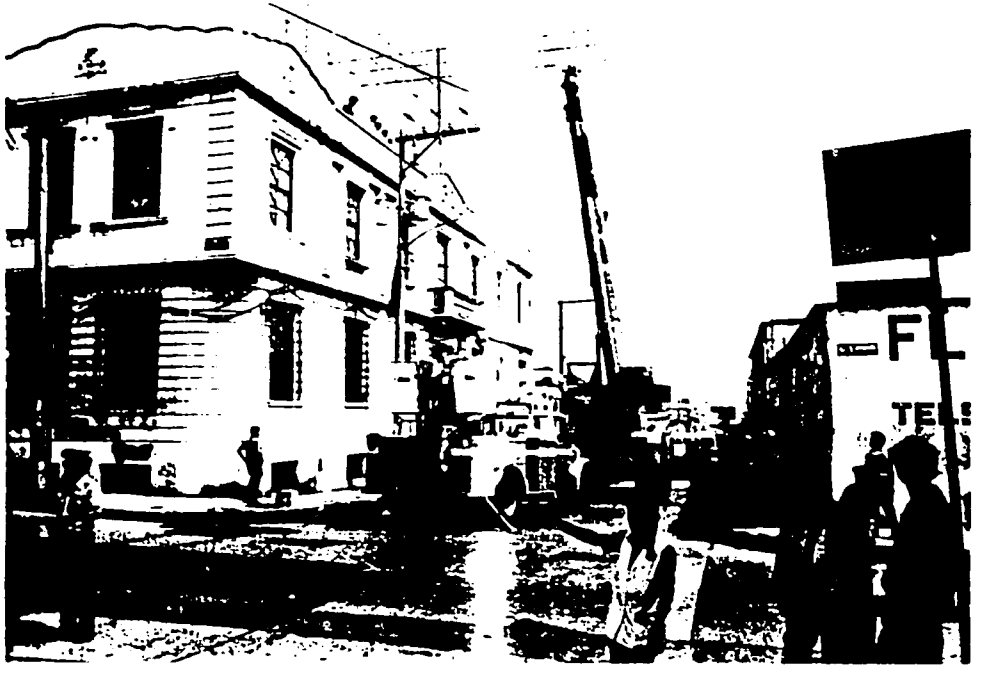

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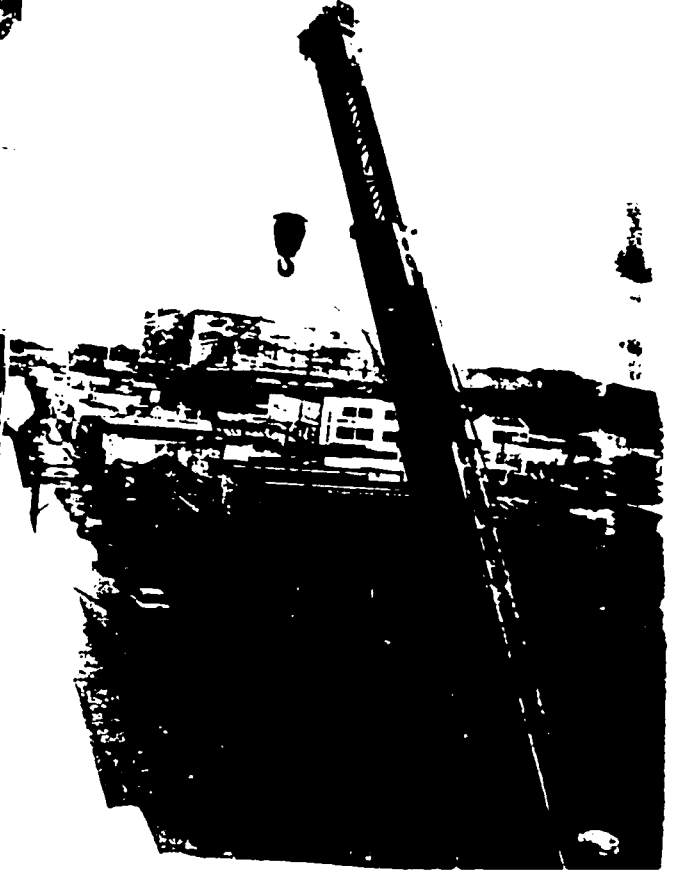

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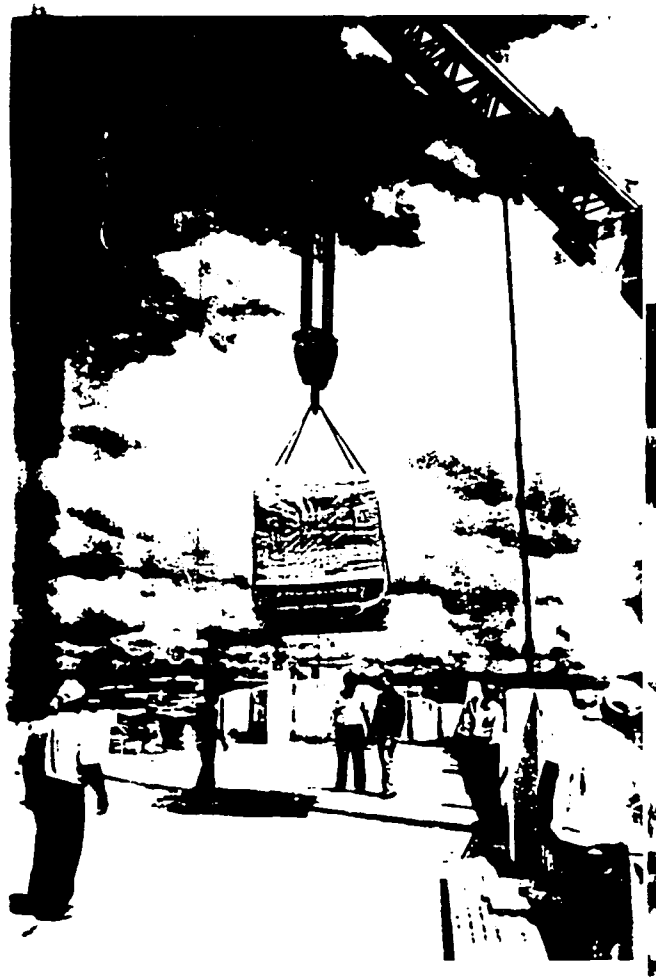

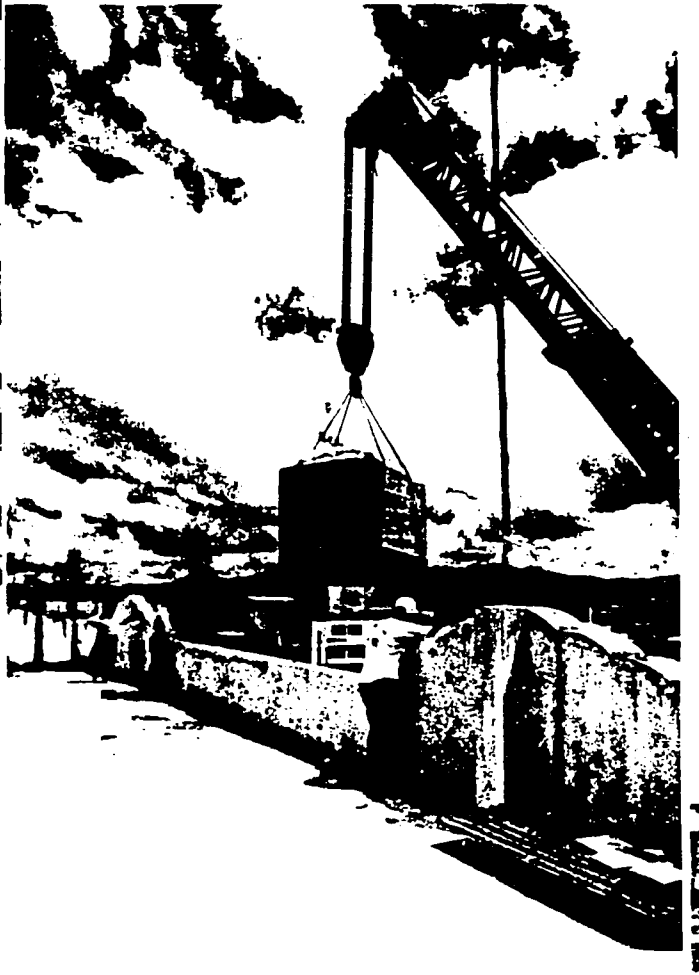

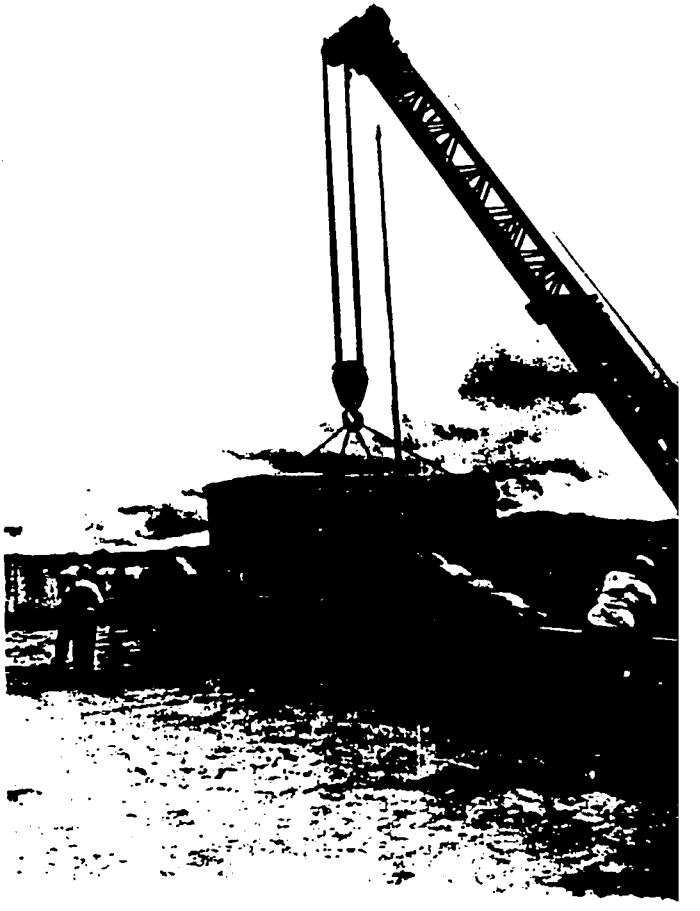

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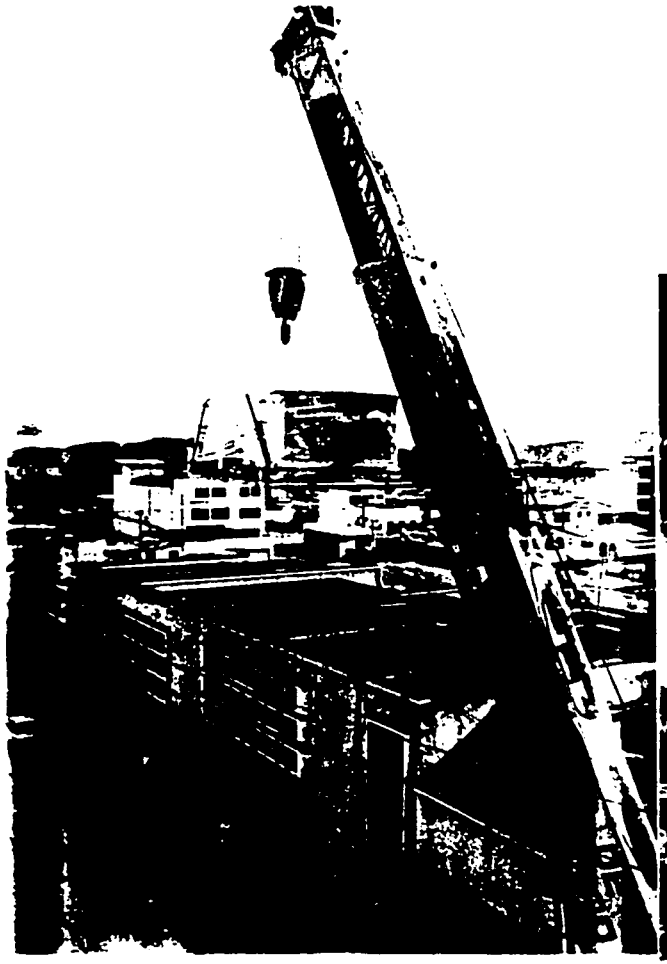

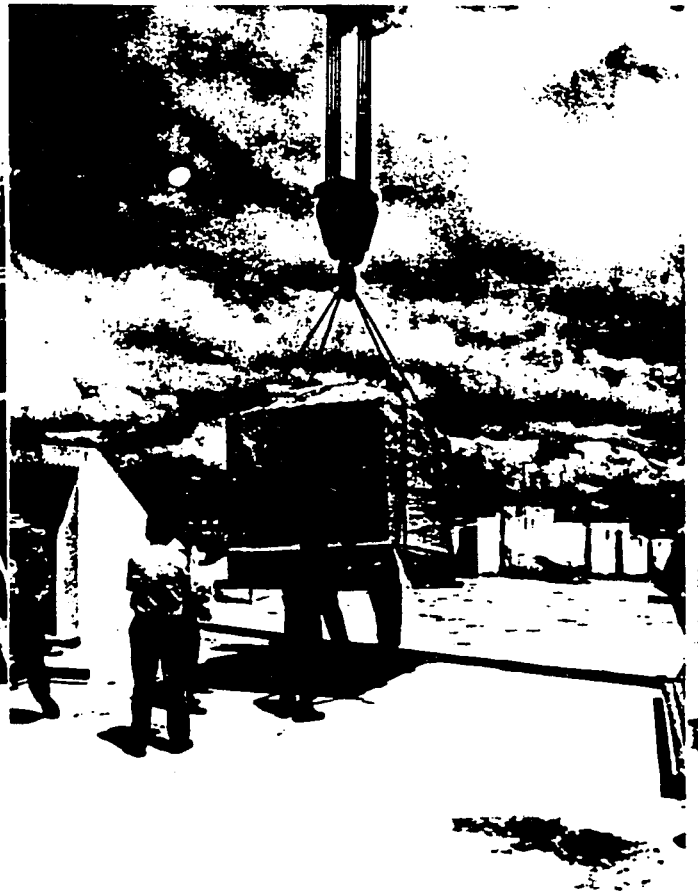

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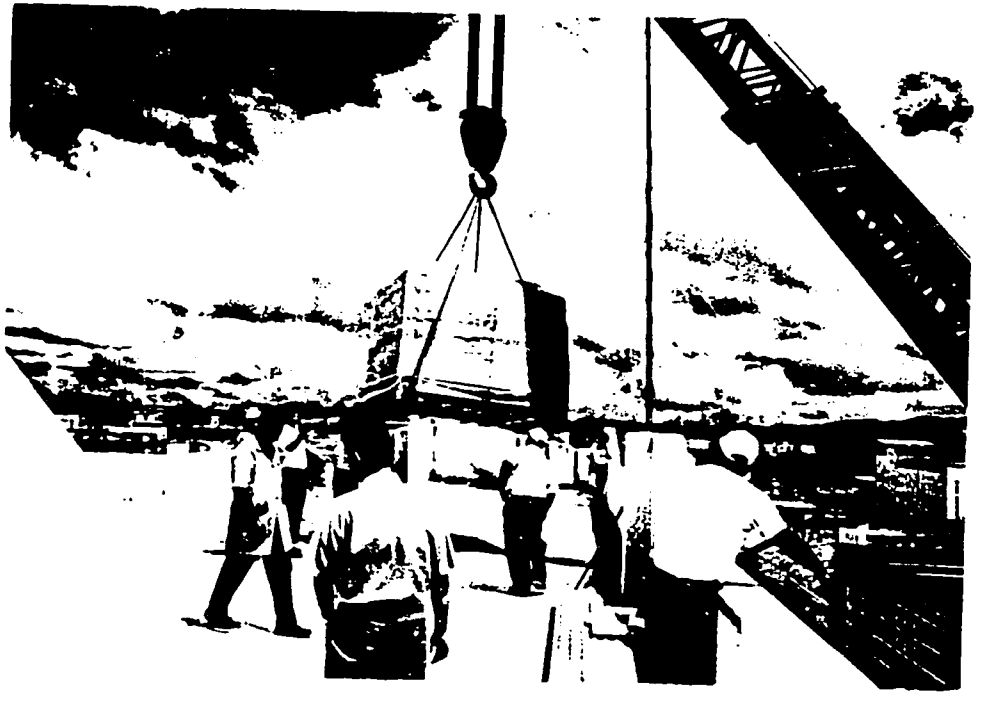

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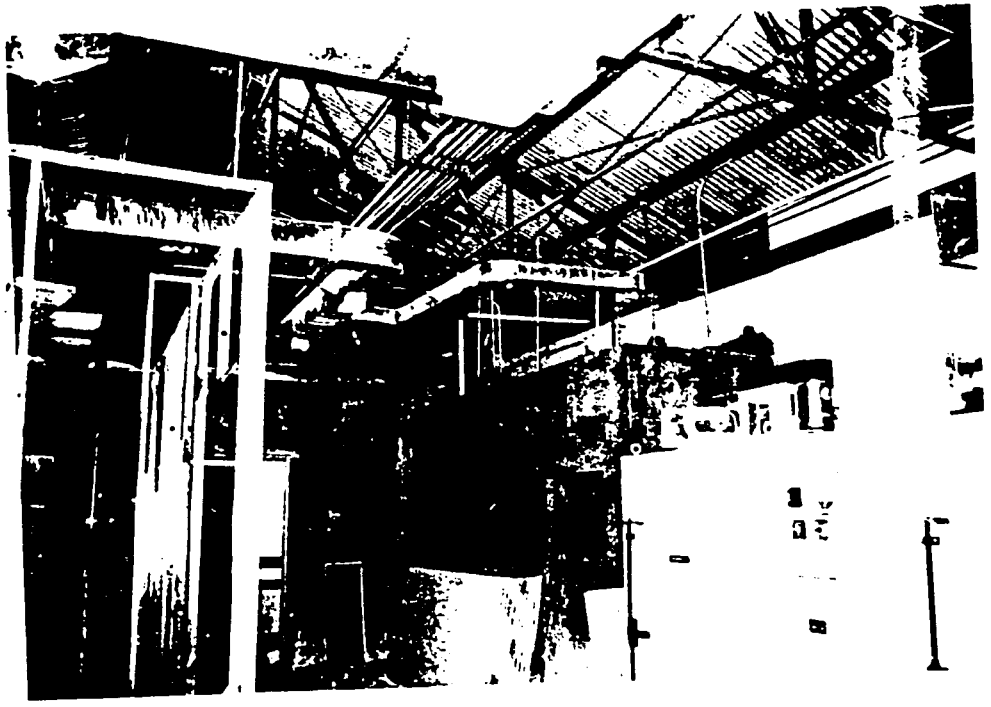

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PLANILLA No. -4-

Obra No. Planilla No. Correspondiente a la Semana

del 29 de marzo al 25 de abril de 19 93

	#8 y #9	Salarios Liquidos	Q 11,712.00	
MANO DE OBRA	#8 y #9	Bonificaciones	Q 1,644.00	Q 13,356.00

MATERIALES:

Fact. No.57348 de INTACO LIMITADA, pulida de pisos	Q. 1,862.33
Fact. No.080 de TALLERES "ORTIZ", trabajos de plomería	Q. 1,234.88
Fact. No.15842 de ESTECO LIMITADA, festerbond	Q. 461.49
Fact. No.03276 de FERRETERIA TIKAL II, hierro, alambre	Q. 405.53
Fact. No.00663 de MUNDO PLASTICO, polietileno	Q. 128.40
Recibo No.000641 de SALNARS & DIAZ, 2do. anticipo	Q.80,510.00
Fact. No.006141 de FERRO SUR, hierro	Q. 235.40
Fact. No.400749 de FOTOCENTRO COLORAMA, fotos	Q. 111.82
Fact. No.400873 de FOTOCENTRO COLORAMA, fotos	Q. 160.61
Fact. No.400358 de FOTOCENTRO COLORAMA, fotos	Q. 160.61
Fact. No.400874 de FOTOCENTRO COLORAMA, fotos	Q. 64.09
Fact. No.003738 de DISTRIBUIDORA FERRETERA SMAR	Q. 64.20
Fact. No.31788 de XEROX DE GUATEMALA, S. A., copias	Q. 22.26
Fact. No.80339 de DHL, envío	Q. 153.01
Recibo No.843861 de GUATEL	Q. 103.96
Fact. No.28335 de TRANSCECALSA, 50 sacos de cemento	Q. 934.58
Fact. No.28412 de TRANSCECALSA, 50 sacos de cemento	Q. 950.00
Sub-total:	Q.100,919.17

NOTA:

En Planilla anterior (No.3) indicábamos que disponíamos para pagos de Planilla de la cantidad de:.....Q.232,880.65

Menos el importe de la presente Planilla (No.4):.....Q.100,919.17

DISPONIBLE PARA PROXIMOS PAGOS DE PLANILLA:.....Q.131,961.48

OTROS GASTOS

TOTAL PAGADO EN LA SEMANA Q 100,919.17

=======CIEN MIL NOVECIENTOS DIECINUEVE QUETZALES CON DIECISIETE CENTAVOS.=======

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PLANILLA No. -5-

SEÑOR es de PATH/AID

Obra No. Planilla No. -5- Correspondiente a la Semana

del 26 de abril al 31 de mayo de 1993

	#10 y #11	Salarios Líquidos	Q 13,015.32	
MANO DE OBRA	#10 y #11	Bonificaciones	Q 1,480.00	Q 14,495.32

MATERIALES:

Recibo de SALNARS & DIAZ, S. A., 3er. 20% de anticipo	Q.80,510.40
Recibo No.00494 de CARPINTERIA CENTROAMERICANA, anticipo de puertas	Q.49,161.88
Fact. No.83419 de MIXTO LISTO, concreto	Q. 5,843.36
Fact. No.83120 de S E R C O, servicio de bomba	Q. 1,072.50
Fact. No.10552 de S E R C O, concreto en bolsa	Q. 789.60
Fact. No.003916 de ESTECO LIMITADA, festerbond	Q. 862.60
Fact. No.00035 de TRANS-YADIRA, selecto y sacar ripio	Q. 1,160.00
Fact. No.00036 de TRANS-YADIRA, arena, selecto y ripio	Q. 1,270.00
Fact. No.00037 de TRANS-YADIRA, selecto y sacar ripio	Q. 1,060.00
Fact. No.00038 de TRANS-YADIRA, arena, selecto y ripio	Q. 1,060.00
Fact. No.00040 de TRANS-YADIRA, piedrín, selecto	Q. 560.00
Fact. No.00041 de TRANS-YADIRA, selecto y ripio	Q. 310.00
Fact. No.00043 de TRANS-YADIRA, arena y sacar ripio	Q. 374.50
Fact. No.00044 de TRANS-YADIRA, piedrín, arena	Q. 990.00
Fact. No.57538 de INTACO LIMITADA, alquiler barreno	Q. 263.22
Fact. No.273622 de EL VOLCAN, S. A., anticorrosiva, etc.	Q. 151.30
Fact. No.48220 de MONOLIT, S. A., flete de malla	Q. 149.80
Fact. No.48130 de M O N O L I T, S. A. estructomallas	Q. 3,488.18
Fact. No.402064 de FOTOCENTRO COLORAMA	Q. 152.48
Fact. No.00550 de ORMACSA, polietileno	Q. 96.30
Fact. No.1296 de DHL, envío	Q. 154.40
Recibo de NICANOR CANTE, Prestaciones Finales	Q. 596.92
Recibo de AUGUSTO CANTE CRUZ, Prestaciones finales	Q. 350.00
Recibo de JULIO FEDERICO DE LEON, Prestaciones Finales	Q. 414.63
Sub-total:	Q.165,337.39

NOTA:
En Planilla anterior (No.4) indicábamos que disponíamos para pagos de Planilla de la cantidad de:.....Q.131,961.48

Con fecha 28 de mayo de 1993 se nos informó de parte del Banco que había sido depositada la cantidad de:.....Q. 32,700.00

S U M A N: Q.164,661.48

El importe de la presente Planilla (No.5) es de:.....Q.165,337.39

FALTANTE PARA CUBRIR ESTA PLANILLA:.....Q. 675.91

OTROS GASTOS

TOTAL PAGADO EN LA SEMANA Q 165,337.39

=====CIENTO SESENTA Y CINCO MIL TRESCIENTOS TREINTA Y SIETE CON 39/100.=========

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SEÑOR es de PATH/AID PLANILLA No. -6-

Obra No. Planilla No. -6- Correspondiente a la Semana

del 1° de junio al 30 de junio de 19 93

	#12 y #13 = Salarios Liquidos Q 12,142.96	
MANO DE OBRA	#12 y #13 = Bonificaciones Q 1,368.80	Q 13,511.76

MATERIALES:

Fact. No.48505 de MONOLIT, S. A., estructomalla	Q. 844.88
Fact. No.28501 de TRANSCECALSA, cemento	Q. 771.03
Fact. No.007882 de LINATRANS, flete de cemento	Q. 191.50
Fact. No.007969 de LINATRANS, flete de cemento	Q. 191.50
Fact. No.00047 de TRANS-YADIRA, piedrín, arena, etc.	Q. 585.00
Fact. No.00051 de TRANS-YADIRA, arena y sacar ripio	Q. 460.10
Fact. No.57742 de INTACO LIMITADA, alquiler barreno	Q. 492.00
Fact. No.000118 de ESTECO LIMITADA, festerbond	Q. 862.60
Fact. No.003798 de FERRETERIA TIKAL II, cemento	Q. 272.85
Fact. No.003799 de FERRETERIA TIKAL II, hierro #2 y #3	Q. 419.44
Fact. No.003802 de FERRETERIA TIKAL II, alambre y clavos	Q. 56.18
Fact. No.003856 de FERRETERIA TIKAL II, cemento	Q. 374.50
Fact. No.85597 de DHL Express	Q. 157.18
Fact. No.83181 de DHL Express	Q. 157.18
Recibo de FLORENCIO ESPINOZA, Prestaciones Finales	Q. 1,385.89
Recibo de ANIBAL DOMINGO VELASQUEZ, Prestaciones Finales	Q. 301.25
---------- Sub-total:	Q.21,034.84

NOTA:

Con fecha 15 de junio de 1993 se nos informó de parte del Banco que había sido depositada la cantidad de:.....Q.418,305.83

En Planilla anterior (No.5) indicábamos que FALTABA para cubrir la misma, la cantidad de:.....Q. 675.91

NOS QUEDABAN:.....Q.417,629.92

Menos el importe de la presente Planilla (No.6):.....Q. 21,034.84

DISPONIBLE PARA PAGO DE PROXIMAS PLANILLAS:.....Q.396,595.08

OTROS GASTOS

TOTAL PAGADO EN LA SEMANA Q 21,034.84 ✓

======VEINTIUN MIL TREINTA Y CUATRO QUETZALES CON OCHENTA Y CUATRO CENTAVOS.========

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SEÑOR es PATH/AID

PLANILLA No. -7-

Obra No. Planilla No. -7- Correspondiente a la Semana

del 1° de julio al 31 de julio de 19 93

	#14, #15 y #16	Salarios Liquidos	Q 14,893.61	
MANO DE OBRA	#14, #15 y #16	Bonificaciones	Q 1,836.00	Q 16,729.61

MATERIALES:

Fact. No.003852 de P R E C A S A, cancelación estructura	Q. 18,625.00
Fact. No.5790 de CARPINTERIA CENTROAMERICANA, cancelación ventanas	Q. 19,252.50
Fact. No.1014 de CONSTRUPOR, extractores de aire	Q. 9,222.00
Fact. No.004133 de ESTECO LIMITADA, festerbond	Q. 862.60
Fact. No.004153 de ESTECO LIMITADA, festerbond	Q. 862.60
Fact. No.11212 de S E R C O, concreto	Q. 1,248.21
Fact. No.28642 de TRANSCECALSA, cemento	Q. 771.03
Fact. No.28611 de TRANSCECALSA, cemento	Q. 771.03
Fact. No.07995 de LINATRANS, flete de cemento	Q. 191.50
Fact. No.00056 de TRANS-YADIRA, arena	Q. 288.90
Fact. No.00058 de TRANS-YADIRA, sacar rípio	Q. 171.20
Fact. No.121 de TALLERES "ORTIZ", accesorios de plomería	Q. 323.11
Fact. No.402549 de COLORAMA, revelado	Q. 152.48
Fact. No.402550 de COLORAMA, rollos	Q. 55.64
Fact. No.09797 de DISTR. COLORAMA, S. A., rollos	Q. 57.01
Recibo de G U A T E L,	Q. 161.27
Fact. No.86619 de DHL	Q. 158.57
Recibo de FEDERICO DE LEON MERIDA, Prestaciones Finales	Q. 455.50
Planilla Especial BONO-14	Q. 3,727.44
Sub-total:	Q. 74,087.20

NOTA:

En Planilla anterior (No.6) indicábamos que disponíamos para pagos de planilla de la cantidad de:.....Q.396,595.08

Menos el importe de la presente Planilla (No.7):.....Q. 74,087.20

DISPONIBLE PARA PAGO DE PROXIMAS PLANILLAS:.....Q.322,507.88

OTROS GASTOS

TOTAL PAGADO EN LA SEMANA Q 74,087.20

=======SETENTA Y CUATRO MIL OCHENTA Y SIETE QUETZALES CON VEINTE CENTAVOS.=====

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PLANILLA No. 8

SEÑORES de PATH/AID

Obra No. Planilla No. -8- Correspondiente a la Semana

del 1° de agosto al 31 de agosto de 1993

MANO DE OBRA	#17 y #18	Salarios Liquidos	Q 8,840.10	Q 9,984.90
	#17 y #18	Bonificaciones	Q 1,144.80	

MATERIALES:

Recibo No.27238 de INTACO LIMITADA, cancelación piso de terrazo	Q. 9,043.36
Recibo No.001237 de PROTEISA, tubos y accesorios acero inox.	Q. 7,542.00
Recibo No.007274 de ALUMINIOS ALDANA, anticipo	Q. 6,885.41
Recibo No.48151 de INSTALACIONES MODERNAS, azulejos	Q. 3,982.50
Fact. No.30125 de INSTALACIONES MODERNAS, lavatrasto y accesorios	Q. 312.02
Recibo No.05321 de CONSTRUCCIONES GUATEMETAL, anticipo cortinas	Q. 1,789.00
Fact. No.1401 de DISTRIBUIDORA LAS 3 R's Y CIA. LTDA. cemento	Q. 911.50
Fact. No.00066 de TRANS-YADIRA, piedrín, arena, selecto, etc.	Q. 700.00
Fact. No.150 de TALLERES "ORTIZ", mezcladora de lavatrastos	Q. 490.00
Fact. No.58027 de INTACO LIMITADA, torobond	Q. 96.30
Fact. No.004776 de FERRETERIA TIKAL II, alambre y clavos	Q. 81.32
Fact. No.004547 de FERRETERIA TIKAL II, clavos para concreto	Q. 26.75
Fact. No.10416 de DISTRIBUIDORA COLORAMA, S. A. rollos	Q. 152.48
Fact. No.90021 de D H L	Q. 215.34
Recibo de G U A T E L	Q. 107.51
Recibo de CORNELIO SUTUJ CASTRO, Prestaciones Finales	Q. 2,388.55
Recibo de ENRIQUE TEPEU, Prestaciones Finales	Q. 2,388.55
Sub-total:	Q.47,097.49

NOTA:

En Planilla anterior (No.7) indicábamos que disponíamos para pagos de planilla de la cantidad de:.....Q.322,507.88

Menos el importe de la presente Planilla (No.8):.....Q. 47,097.49

DISPONIBLE PARA PAGO DE PROXIMAS PLANILLAS:.....Q.275,410.39

LOS GASTOS

TOTAL PAGADO EN LA SEMANA Q 47,097.49

****CUARENTA Y SIETE MIL NOVENTA Y SIETE QUETZALES CON CUARENTA Y NUEVE CENTAVOS.********

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SEÑOR es de PATH/AID

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PLANILLA No. -9-

Obra No. Planilla No. -9- Correspondiente a la Semana

del 1º de septiembre al 30 de septiembre de 19 93

	#19 y #20	Salarios Líquidos	Q 6,667.29	
MANO DE OBRA	#19 y #20	Bonificaciones	Q 885.60	Q 7,552.89

MATERIALES:

Recibo N°000762 de SALNARS & DIAZ, 10% anticipo S/electr.	Q.40,255.20
Fact. N°24072 de P R O T E I S A, materiales de cobre	Q. 5,944.00
Fact. N°24071 de P R O T E I S A, " "	Q. 2,477.90
Fact. N°0075 de IDEAYCER, colocación de azulejo	Q. 2,116.45
Fact. N°58231 de INTACO LIMITADA, barreno	Q. 87.74
Fact. N°58235 de INTACO LIMITADA, bond	Q. 96.30
Fact. N°58128 de INTACO LIMITADA, bond	Q. 96.30
Fact. N°49565 de M O N O L I T, S. A.	Q. 724.79
Fact. N°1708 de DISTRIBUIDORA LAS 3'R's Y CIA. LTDA	Q. 108.61
Fact. N°167 de TALLERES ORTIZ, materiales de plomería	Q. 300.61
Fact. N°163 de TALLERES ORTIZ, materiales de plOmería	Q. 88.24
Fact. N°165 de TALLERES ORTIZ, materiales de plomería	Q. 447.26
Fact. N°152 de TALLERES ORTIZ, materiales de plomería	Q. 125.00
Fact. N°05620 de EL TEJAR, azulejos y cemento	Q. 246.97
Fact. N°286144 de EL VOLCAN, S. A., pinturas	Q. 110.39
Fact. N°84707 de EMPRESA ELECTRICA DE GUATEMALA, estudio	Q. 107.00
Fact. N°005459 de FERRETERIA TIKAL II, cemento y maskin	Q. 128.40
Fact. N°005272 de FERRETERIA TIKAL II, cemento	Q. 93.63
Fact. No.15481 de DISTRIBUIDORA COLORAMA, S. A.,	Q. 160.61
Fact. N°34115 de INSTALACIONES MODERNAS, S. A., azulejos	Q. 246.82
Fact. N°27069 de DISTRIBUIDORA DEL ATLANTICO, S. A.	Q. 141.78
Fact. N°93057 de D H L	Q. 219.08
Fact. N°15817 de AGENCIAS CIRC, copias helio.	Q. 43.66
Recibos del I. G. S. S., de Enero a Agosto de 1993	Q.15,045.36
Sub-total:	Q.76,964.99

NOTA:

En Planilla anterior (No.8) indicábamos que disponíamos para pagos de planilla de la cantidad de:.....Q.275,410.39

Menos el importe de la presente Planilla (No.9):.....Q. 76,964.99

DISPONIBLE PARA PAGO DE PROXIMAS PLANILLAS:.....Q.198,445.40

OTROS GASTOS

TOTAL PAGADO EN LA SEMANA Q 76,964.99

======SETENTA Y SEIS MIL NOVECIENTOS SESENTA Y CUATRO QUETZALES CON 99/100.=====

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ATTACHMENT G

Contract Budget Category Expenditure Report:
April 1993 through September 1933

USAID/Guatemala
Contract No. 520-0339-C-00-2234-00

Contract Budget Category Expenditure Report:
April 1993 through September 1993

BUDGET CATEGORY	BUDGET AMOUNT	TOTAL EXPENDITURES 4/1/93 - 9/30/93	TOTAL CUMULATIVE EXPENDITURES
	[A]	[B]	[C]
Salaries	$205,992.00	$83,256.04	$158,549.98
Fringe Benefits	98,110.00	24,560.52	46,702.03
Consultants	22,653.00	320.00	2,240.00
Travel/Transportation	80,828.00	17,126.22	42,177.28
Other Direct Cost	81,236.00	30,504.55	56,075.90
Equipment/Materials	316,505.00	108,261.14	108,261.14
Contracted Services	1,000.00	1,049.34	1,049.34
Subcontracts	472,573.00	135,681.20	272,695.13
G & A	208,153.00	48,758.26	144,929.65
TOTAL	1,487,050.00	$449,517.27	832,680.45
Fixed Fee (**)	14,472.00	4,495.18	8,326.82
GRAND TOTAL	$1,501,522.00	$454,012.45	$841,007.27

ATTACHG.WQ1
11/4/93

ATTACHMENT H

Travel Summary

TRAVEL SUMMARY
(April 1, 1993 - September 30, 1993)

April 1993		
H. Zardo	(4/13-17/92)	Construction Oversight Production Technical Assistance
May 1993		
H. Zardo	(5/24-28/93)	Construction Oversight Production Technical Assistance
June		
		No in-country trips
July 1993		
S. Tifft	(7/12-23/93)	Qualitative
C. Godínez	(7/12-23/93)	Quantitative ORT Program Marketing and Distribution
August 1993		
H. Zardo	(8/8-13/93)	Construction Oversight Sustainability Training Seminar
J. Griffith	(8/7-19/93)	Sustainability Training Seminar
September 1993		
H. Zardo	(9/26-10/2/93)	Construction Oversight Production Technical Assistance

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