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MAJOR PROJECT: GTE PERFORMANCE ON MICROWAVE CONTRACT

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1. ON 23 FEB. EMBOFFS MET GTE VP HERB EDGAR, MICHAEL BOGUSLAWSKI WHO
REPRESENTS GTE IN AFRICA, AND LOCAL GTE PROJECT MANAGER. EDGAR SAID
GTE HAD LOST LARGE AMOUNT OF MONEY IN CAMEROON AND THAT PURPOSE OF
HIS VISIT WAS TO COLLECT DOLS 1 TO 1.5 MILLION (AMOUNT VARIED) WHICH
HE CLAIMS GURC OWES OVER AND ABOVE CONTRACT PRICE. BASIS OF CLAIM IS
THAT BECAUSE OF 2 YEAR BUREAUCRATIC DELAY ON PART OF GURC IN SIGNING
CONTRACT GTE IS DOING WORK ON MICROWAVE PROJECT AT 1973 PRICES.
EDGAR ACKNOWLEDGED THAT SOME OF MORE RECENT DELAYS ARE GTE'S FAULT
BUT DISMISSED MOST GURC COMPLAINTS AS GROUNDLESS. HE STATED THAT
GTE WILL FINISH CONTRACT BY END OF JUNE. ONCE GTE DEPARTS, HOWEVER,
HE EXPECTS SYSTEM TO HAVE HIGH RATE OF DOWN TIME BECAUSE CAMEROONIANS
ARE NOT CAPABLE OF MAINTAINING IT.
2. ON 24 FEB, AT REQUEST OF GURC, EMBOFF ATTENDED MEETING
BETWEEN GTE AND PTT. MINISTER OF PTT PRESIDED. DURING MEETING
IT QUICKLY BECAME CLEAR THAT IT WOULD BE FRUITLESS TO ATTEMPT
TO UNRAVEL TECHNICALITIES OF ALLEGATIONS AND COUNTER ALLEGATIONS
OF EACH SIDE. AT MINISTER'S REQUEST PTT AND GTE AGREED THAT
TECHNICAL STAFFS WILL MEET AND WORK OUT EXACTLY WHAT NEEDS TO BE
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DONE IN ORDER TO WIND UP PROJECT BY END OF JUNE. ISSUE OF GTE
CLAIM WAS RAISED BY EDGAR DURING MEETING BUT NOT DIRECTLY ADDRESSED BY GURC.
3. COMMENT. ONE DIFFICULTY CONFRONTING GTE IS THAT IT HAS NOT
KEPT UP ITS CONTACTS IN CAMEROON. BOGUSLAWSKI IS RESPONSIBLE

FOR CAMEROON, BUT BECAUSE OF PERSONAL PROBLEMS THIS WAS HIS

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FIRST VISIT IN THREE YEARS. AS A RESULT, GURC HAS ACCUMULATED
A NUMBER OF FESTERING COMPLAINTS. GTE PLANS TO SEND
BOGUSLAWSKI HERE MORE FREQUENTLY IN THE FUTURE AND OVER TIME HE
BELIEVES THIS SHOULD IMPROVE SITUATION. OF COURSE, IF GTE HAS
SOLD GURC A SYSTEM TOO COMPLEX FOR CAMEROONIANS TO MAINTAIN,
(AS EDGAR AND PROJECT MANAGER BELIEVE) THEN BOTH GTE'S AND
AMERICAN IMAGE IN GENERAL WILL SUFFER.
4. WITH REGARD TO MISSED APPOINTMENT, DJUOKU INSISTED
THAT IT WAS SCHEDULED FOR 20 FEB. EDGAR AND PROJECT MANAGER
SAID APPOINTMENT WAS SCHEDULED FOR 23 FEB. NEITHER THEY NOR WE
UNDERSTAND CAUSE OF MIX-UP.
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