

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 472-PRAGUE

009-FOREST PRODUCTS, EQUIP, SERVICES
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONTINUATION OF INTENSIVE POST LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF A CDN COMPANY MARKET DEVELOPMENT WORK (RUZOMBEROK PAPER MILL PROJECT).

WE EXPECT THE CDN COMPANY TO BE SUCCESSFUL IN WINNING THIS CONTRACT IN 1987.

INCREASED POST LIAISON WITH CZECH MINISTRY OF INDUSTRY TO PROMOTE INTERESTS OF CANADIAN COMPANIES IN ZDIREC AND VRBNO SAWMILL PROJECTS.

AT LEAST ONE CONTRACT (ZDIREC) TO BE SIGNED WITH CANADIAN COMPANIES IN 1987.

SUPPORT ONGOING MARKETING ACTIVITIES OF CANADIAN COMPANIES AT TELS A ORAVA (EQUIPMENT FOR PRODUCTION OF WOODEN TV CONSOLES).

TWO VISITS TO SLOVAKIA PLANNED BEFORE JUNE 87 POSSIBLE INCOMING REFERENCE VISIT BY DECEMBER 1987.

POST TO HELP ORGANIZE INCOMING REFERENCE TRIP OF SENIOR CSSR PULP AND PAPER INDUSTRY OFFICIALS (RUZOMBEROK PAPER MILL PROJECT)

TO BE COMPLETED BY MARCH 87; INITIATIVE MAY PROVE DECISIVE IN CONTRACT DECISION MAKING

MARKET INTERESTS OF TWO SAWMILLING EQUIPMENT MANUFACTURERS ARE TO BE PROMOTED IN SLOVAKIA.

AT LEAST ONE TRIP TO SLOVAKIA WILL TAKE PLACE BEFORE JUNE 1987.

PROMOTION OF CANADIAN COMPANY INTERESTS IN FURNITURE INDUSTRIES OF BOTH REPUBLICS.

ONE VISIT TO MORAVIAN AND SLOVAK FURNITURE ENTERPRISES WILL TAKE PLACE BEFORE JUNE 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTENSIVE LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF H. A. SIMONS (OVERSEAS) LTD. /RUZOMBEROK PAPER MACHINE PROJECT. POST LIAISON WITH LOCAL AUTHORITIES RE. ZDIREC SAWMILL PROJECT. MARKETING SUPPORT FOR AUTOMATIC 'V' GROOVE LTD.

MET WITH DPM HRIVNAK, MFT MIN. URBAN MAY 14-15 RE RUZOMBEROK; PROSPECTS OF SIMONS' REVISED OFFER BEING ACCEPTED BY CLIENT IN FALL '87 LOOK GOOD NUMEROUS POST PROMOTION ACTIVITIES RE. ZDIREC SAWMILL: CLIENT HAS INDICATED PREFERENCE FOR AUST/

QUARTER: 2 CONTINUA'N OF INTENSIVE LOBBYING OF SR CSSR OFFICIALS IN SUPPORT OF H. A. SIMONS (OVERSEAS) LTD. RE. RUZOMBEROK PAPER MACHINE PROJECT. ONGOING SUPPORT FOR KCCI/IRGI RE. ZDIREC SAWMILL PROJECT.

IN CONTEXT OF B. C. TRADE MISSION AND BRNO FAIR HAD SEVERAL MEETINGS AT HIGH LEVEL E. G. DPM'S POTAC AND OBZINA, MIN. OF FOREIGN TRADE URBAN, ETC. MADE STRONG CASE FOR CDN. TECHNOLOGY AND COMPANY CREDENTIALS FOR BOTH PROJECTS.

QUARTER: 3 -----

QUARTER: 4 LOBBYING EFFORT AIMED AT HIGH LEVEL OFFICIALS IN FEDERAL & SLOVAK GOVERNMENTS IN SUPPORT OF H. A. SIMONS (OVERSEAS) LTD. BID FOR RUZOMBEROK PAPER MACHINE PROJECT. CONTINUATION OF ACTIVE SUPPORT FOR KCCI/IRGI ON ZDIREC SAWMILL PROJECT.

CALLS ON OBZINA (CHAIRMAN OF STATE COMMISSION) FOR SCIENTIFIC-TECHNICAL INVEST DEV) POTAC (CHAIRMAN OF STATE PLANNING COMM) STERBA (MIN. OF FOREIGN TRADE) & HEGENBART (CHAIRMAN OF CZECH COMM FOR SCI TECH INV DEV) ALL OF WHICH USED TO PROMOTE CDN