

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

011-OIL & GAS EQUIPMENT, SERVICES
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

VISIT BY CSSR MINISTER OF FUEL AND POWER TO CANADA AND ALBERTA,
SPRING 1987

POSSIBLE SIGNING OF LONG TERM COOPERATION
AGREEMENT(S) WITH CANADIAN COMPAN(IES), BY
JUNE 1987

REGULAR VISITS CANADIAN COMPANIES TO CSSR

INITIAL CONTRACT SIGNINGS BY SOME OF THOSE
FIRMS CURRENTLY ACTIVE, BY JUNE 1987

REFERENCE TRIP BY LOCAL AUTHORITIES TO VANCOUVER IN SUPPORT OF
KORAMO KOLIN LUBE OIL REREFINING PROJECT.

INITIATIVE TO BE COMPLETED BY MARCH 1987; KEY
DECISION-MAKERS TO BE POSITIVELY INFLUENCED.

MAIL DISTRIBUTION OF COMPANY LITERATURE AND FOLLOW UP ON
RESULTING INQUIRIES

IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES,
BY JUNE 1987

PLACING THIS AREA OF COMMERCIAL ACTIVITY ON AGENDA OF IRREGULAR
BILATERAL TRADE CONSULTATIONS

CONFIRMATION OF SUPPORT BY SENIOR CSSR TRADE
POLICY OFFICIAL OF CANADIAN COMPANY EFFORTS
IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -VISIT TO CDA BY MIN. EHRENBERGER, SPRING 87
-PROGRAM ASSISTANCE FOR CDN COMPANY VISITS TO
CSSR - FINALIZATION OF ARRANGEMENTS FOR KORAMO
KOLIN REFERENCE VISIT TO B. C.

-EHRENBERGER VISIT NOW CONFIRMED FOR SEPT. 87
-COORDINATED CSSR PARTICIPATION AT INTERCAN 87;
EXCELLENT PROSPECTS FOR COLLABORATION ESTABLISH-
ED-KORAMO KOLIN REFERENCE VISIT TO BC SCHEDULED
FOR AUG; MOHAWK OIL PROP. RESUBMITTED TO CLIENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----