

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

REGULAR VISITS CANADIAN COMPANIES TO CSSR

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

MAIL DISTRIBUTION OF COMPANY LITERATURE AND FOLLOW UP ON  
RESULTING INQUIRIES

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

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

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

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

IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES,  
BY JUNE 1987

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. PRO-  
GRAM 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 INTRCAN 87;  
EXCELLENT PROSPECTS FOR COLLABORATION ESTABLISH-  
ED. KORAMO KOLIN PREFERENCE VISIT TO BC SCHEDUL-  
ED FOR AUG; MOHAWK OIL PROPOSAL RESUBMITTED TO

QUARTER: 2 CONTINUED MONITORING OF KORAMO KOLIN USED OIL  
REFINING PROJECT AND SUPPORT FOR MOHAWK OIL LTD.  
-MINISTER OF FUEL AND POWER EHRENBERGER VISIT TO  
CANADA.

-MOHAWK PART OF BC MISSION MET WITH KEY DECISION  
MAKERS DURING BRNO FAIR. CLARIFIED REMAINING  
TECHN. QUESTIONS RE PERFORMANCE GUARANTEES.  
BETTER PICTURE OF WHEN PROJ WILL GO FORWARD.  
FOLLOW-UP: SEV. POTEN'L PURCH. RESULTED FM VISIT.

QUARTER: 3 -----

QUARTER: 4 -----