

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. 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 FURTHER INVESTIGATION OF 3RD COUNTRY MARKETS FOR
USED OIL RE-REFINING FACILITIES HAVING BEARING
ON KORAMO KOLIN PROJECT. CONTINUED SUPPORT &
LOBBYING EFFORT ON BEHALF OF IRGI/MOHAWK/PBS RE:
KORAMO KOLIN.

IDENTICAL ALGERIAN PROJECT OF INTEREST FOR CSSR;
PERSUADED TECHNOEXPORT TO CONSIDER CDN PARTNERS
FOR PROJECT. PERSUADED CSSR SIDE TO CONSIDER
ADDITIONAL TECH. INFOR SUPPLIED LATE BY CDN
GROUP.

QUARTER: 4 SUPPORT FOR MOHAWK/PBS/IRGI BID FOR KORAMO KOLIN
USED OIL REFINERY, INCLUDING COORDINATION OF CSSR
EXPERTS VISIT TO MOHAWK REFINERY IN N. VANCOUVER

SUCCEEDED IN GETTING CSSR SIDE TO COMMIT TO VI-
SIT BUT TRIP PLANS HAVE BEEN DELAYED. ASSISTED
CDN CONSORTIUM IN PRESENTATION OF REVISED OFFER
FOR DOWN SCALED FACILITY.