

REPT4D  
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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

PRESENT.& SUPPORT OF OFFERS FM KOCKUMS CANCAR INC.FOR FUTURE                   AND TECHNOL.  
KCCI WITH OUR SUPPORT,HAS EXCELLENT PROSPECTS BASED ON PRICE

IDENT.OF CDN JOINT VENTURE PARTNER FOR BURKOVEC PULP & PAPER                   CSSR  
DEPENDS ON WILLINGNESS OF CDN. J.V. PARTNER TO INVEST IN

IDENT.OF OPP FOR PULP & PAPER MILL COMP REL'D TO CSSR UPDAT.                   EXES, ETC.  
POTENTIAL SALES OF CHEM RECOVERY BOILERS, EVAPORATOR COMPL-

PUBLICATION OF ARTICLES & TECH.PHOTOS IN MAGAZINE  
WIDER INFORMATION ABOUT CDN. COS.

CONSULTING & OTHER SERVICES

IDENT OF CDN COS INTERESTED IN BUKOVEC PULP & PAPER MILL  
POSSIBLE ROLE FOR CONSULTANT AS PART OF CANADIAN CONSORTIUM

CONT.OF LIAISON W/STATE COMM.FOR SCI-TECH DEV.RE POLLUTION  
POSSIBLE R & D CONTRACT

IDENT.CDN COS W/EXPERTISE IN FOREST MANAGEMENT,SILVACULTURE                   AREAS  
POTENTIAL CONSULT.OPPORTUNITIES IN HIGH-POLLUTION FOREST

FIND PARTNER FOR JOINT VENTURE IN PRE-FAB HOUSES  
CONCLUSION OF A JOINT VENTURE

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on several sawmill and pulp and paper  
state enterprises,incl. Paskov, Bukosa Vranov  
and Piloimpregna.  
Support for KCCI in bidding on sawmill projects  
, e.g. Polomka, Vrbno,etc.

B.C. Forestry Technology Mission, May 9-13.  
Well-attended seminar and overall good reception  
by CSSR officials. Introduced two new companies  
to market. KCCI concluded spare parts contract  
for Zdirec sawmill.

QUARTER: 2 Brno International Engineering Fair - partici-  
pation by Kockums CanCar, CE Lumus/Cowan Lavalin  
Support for CE Cda re. pursuit of joint venture  
with 1st Brno Engineering. Liaison with Tradex  
(CE Canada rep) re financing for Bukovec LWC prj

CE Lumus/Cowan Lavalin meetings with West  
Bohemian Paper Mills to define Bukovec project.  
Advanced negotiations between KCCI and Smrcina  
re. Polomka Sawmill project and N. Moravian  
Woodworking ent. re. Olomouc Sawmill project.

QUARTER: 3 -----

QUARTER: 4 -----