

POST :472-PRAGUE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

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

AND TECHNOL.

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

CSSR

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

EXES, ETC.

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

SUB-SECTOR: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  
POTENTIAL CONSULT.OPPORTUNITIES IN HIGH-POLLUTION FOREST

AREAS

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 Lummus/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.