



DU CANADA LIMITÉE
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le 4 avril, 1990

Mr. Luis Bustos
Commercial Counsellor and Consul
Canadian Embassy
Av. da Liberdade, 144/56 - 4.
1200 Lisboa
Portugal

Dear Mr. Bustos:

Our mission, for the promotion of Canadian alfalfa exports to southern Europe is now back in Canada, and on behalf of myself and other members of the group, I would like to thank you and Mr. M. Lima for your assistance in its preparation.

Your cooperation with our Conagra office in Lisboa for the organisation of the seminar, and the dinner which followed was very much appreciated.

The Portuguese market is a difficult one, and is primarily price driven. This represents a challenge for high quality alfalfa processed products from Canada. However our ability over the past two years to increase our share of the Portuguese market should augur well for the future thanks to the support of our Conagra office in Lisboa and the assistance of Mr. Andrade.

Future developments should give us the opportunity to meet with you again in Lisboa.

Yours sincerely,

AGRO COMPANY OF CANADA LIMITED

ERIK DE FRANCIOSI

EDF/ew