

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 : 521-ISLAMABAD

003-GRAINS AND OILSEEDS  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN REFUGEE RELIEF AID AND (B)  
NEW BILATERAL (CDN/PAK) FOOD AID FOCUSED UPON CANOLA OIL BY CIDA

MAINTENANCE OF \$5-6 MM SALE FOR AFGHAN RELIEF  
AND INTRODUCTION OF CANOLA OIL TO LOCAL MAR-  
KET. POSSIBLE COMBINED SALES OF UPTO \$20 MM IN  
FY 86/7.

FOLLOW UP UPON CANOLA OIL MISSION SCHEDULED FOR JANUARY 87.

IDENTIFICATION & INTRODUCTION TO PAKISTAN OF  
AT LEAST 2 CANOLA OIL SUPPLIERS SERIOUSLY IN-  
TERESTED IN PAKISTANI MARKET. IDENTIFICATION  
OF TECHNICAL BARRIERS TO INTROD. OF CANOLA OIL

ESTABLISHMENT OF CLOSE RELATIONS WITH LOCAL AGENTS FOR CANOLA OIL  
SUPPLIERS (PROBABLY MITSUI & MITSUBISHI)

COORDINATED MARKETING ACTIVITY BY POST, AGENTS  
AND EXPORTERS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS & OILSEEDS  
MARKET.

PROVIDE BASIC MARKET INFORMATION TO BUREAU  
FOR DISSEMINATION TO INDUSTRY.

PRESENTATION ON CANADIAN CAPABILITY BY INDEPENDENT OIL SEED EXP-  
ERT DURING PLANNED COMMODITY FORUM.

ENHANCE CANOLA OIL REPUTATION AS DEPENDABLE  
SUBSTITUTE FOR SOYABEAN OIL.

INTENSIFY VISITS UPON GHEE CORPORATION IN LAHORE AND PRIVATE OIL  
SEED CRUSHERS AND BROKERS.

OBTAIN ADVANCE INFORMATION ABOUT GHEE CORP  
SOFT VEGETABLE OIL TENDERS. ENSURE AT LEAST  
TWO BIDS ON GHEE CORP TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA  
OIL BY CIDA. - FOLLOW-UP ON CANOLA OIL MISSION. -  
ESTABLISH CLOSE RELATION WITH PAK AGENTS OF  
CANOLA EXPORTERS.

-\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. -  
FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN  
WESTERN CANADA. -APPOINTMENT OF LOCAL AGENT BY  
CDN EXPORT CONSORTIUM. -CIGI TRAINING COURSE FOR  
WAHEED KHAN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----