

REPT4D  
89/12/12

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 :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONTACTS WITH SPANISH IMPORTERS, PROVIDING PRODUCT INFORM.  
TRADE LINKS WILL BE IMPROVED STEADILY

ORGANIZE RETURN VISIT BY NWFLD DELEGATION TO BASQUE FISHING  
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

AGREEMENTS

ARTICLE ON FISH MARKET IN SPAIN - FOR CDN INDUSTRIES  
ENCOURAGE CDN SUPPLIERS TO TAKE A MORE ACTIVE INTEREST IN

SPANISH MARKET

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES  
IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS

TRADITIONALLY SERVICED BY SPANISH COMPANIES

ORGANIZED INCOMING SPANISH VETERINARY MISSION TO CANADA  
CONTINUED ACCESS FOR CDN BREEDING STOCK

MARKET RESEARCH-CDN FEED PEAS AND FORAGE  
DETERMINATION OF WHETHER MARKET EXISTS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pres of FPI accompanied Min Crosbie on Mission  
-Proposed Cdn participation in limentaria 90 in  
Barcelona - Spain's largest food show

FPI introduced to one of Spain's largest fishing  
cos and major importers. Sales and JV prospects  
are promising  
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----