

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 : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RELEVANT FOREIGN TRADE ORGANIZATIONS  
TO ESTABLISH BUYING INTENTIONS OF EQUIPMENT.

MAINTAIN AND INCREASE RELATIONS WITH NAHRUNG EXPORT-IMPORT TO  
PROMOTE CANADIAN SALES OF BARLEY AND WHEAT.

ANTICIPATED RESULTS:

TO FAMILIARIZE GDR WITH CDN CAPABILITIES  
WHICH MATCH PROCUREMENT PLANS IN THE SECTOR.

PURCHASES BY GDR OVER AND ABOVE MINIMUM LEVEL  
SPECIFIED IN SALES AGREEMENT WITH WHEAT BOARD

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 1- IDENTIFY OPPORTUNITIES FOR CDN EXPORTERS  
THROUGH PROGRAM OF CALLS;  
2- FOLLOW CROP CONDITIONS.

QUARTER: 3 1)CORPORATE LIAISON. MAINTAIN CONTACT WITH EAST  
GERMAN DECISION-MAKERS.

QUARTER: 4 CORPORATE LIAISON. MAINTAIN CONTACT WITH EAST  
GERMAN DECISION MAKERS.

QUARTERLY RESULTS REPORTED:

1- POST ASSISTED HYBRID TURKEYS;  
2- REPORTED TO CWB;  
3- IDENTIFIED POSSIBLE OPPORTUNITIES FOR SALE OF  
ONTARIO PRODUCTS.

1)POST CALLED ON NAHRUNG, TRANS-COMMERZ, & GENUSS  
MITTEL; 2)ENQUIRIES SENT TO CANADA.

IN COURSE OF LEIPZIG FAIR MAINTAINED PROGRAM OF  
CALLS ON DECISION MAKERS. ASSISTED OMAF AGRICUL-  
TURAL MISSION AT LEIPZIG FAIR.