

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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:	ANTICIPATED RESULTS:
	ANIMAL,POULTRY BREEDING STOCK	
	TO ASSIST HYBRID TURKEYS IN IDENTIFYING KEY CONTACTS IN MINISTRY OF AGRICULTURE AND NAHRUNG.	DEVELOPMENT OF SALES BASE.
	TO COMBINE HYBRID TURKEYS INTO CANADIAN INFORMATION STAND DURING LEIPZIG FAIR.	PROMOTION OF COMPANY AND INCREASE IN MARKET PENETRATION.
	SEEDS & SPECIAL CROPS	
	DISTRIBUTION OF INFORMATION ON CANADIAN SEED AND SPECIAL CROPS TO THE GDR AUTHORITIES.	MAINTAIN GDR INTEREST IN CANADIAN CAPABILITIES.
	CALLS ON GDR DECISION MAKERS	IDENTIFY SALES OPPORTUNITIES TO ALERT CANADIAN SUPPLIERS.
	PRESENTATION OF CANADIAN CAPABILITIES TO THE MINISTRY OF AGRICULTURE.	INVITATION TO TENDER FOR CANADIAN COMPANIES.
	FOLLOWING CANADA/GDR MIXED COMMISSION (DURING WHICH GDR INDICATED PROSPECTS FOR SUCH PROJECTS) CALL ON VARIOUS DECISION MAKERS: FTOS'S, TRANSINTER, MINISTRIES.	TO INDICATE CANADIAN INTEREST TO GDR AND TO ENCOURAGE CANADIAN COMPANIES TO SUBMIT CATALOGUES AND TO VISIT MARKET.
	TO INCLUDE BIOTECHNOLOGY INTO PROGRAM OF PROPOSED FOOD PROCESSING MISSION.	IDENTIFICATION OF SPECIFIC PRODUCT INTERESTS, INITIATION OF NEGOTIATIONS.
	TO CONTACT EAST GERMAN INSTITUTES RESPONSIBLE FOR BIOTECHNOLOGY PROGRAM.	TO OBTAIN INFORMATION ON SPECIFIC GDR INTERESTS FOR COOPERATION WITH CANADIAN PRODUCERS
	TO PREPARE A LIST OF EAST GERMAN NEEDS AND SUBMIT IT TO CANADIAN COMPANIES AND INSTITUTES.	TO ESTABLISH DIRECT CONTACTS BETWEEN GDR END USERS AND CDN PARTNERS AND TO ENCOURAGE ONE CDN COMPANY TO EXPRESS SERIOUS INTEREST.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 ASSIST HYBRID TURKEY IN GDR CONTACTS. FOLLOW-UP ON CWB INTERESTS. PROVIDE CROP INTELLIGENCE. CALLS ON GDR AGENCY FIRMS TO IDENTIFY PROJECTS.	POST FOLLOWED UP. HYBRID REPORT INCREASED SALES. CALLS MADE ON NAHRUNG. REPORT SENT TO CWB. 4 REPORTS SENT TO CWB. CALLS MADE IN BERLIN. ITEM PUBLISHED IN CANDEXPO INDUSTRY AND PROVINCES ALERTED.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	