

REPT4D QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
90/04/05 AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW 001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

IN THIS SECTOR

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

DING STOCK

FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

MENT REQUIREMENTS

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDN FIRMS
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 1. Assist KSI in efforts to obtain contract
- 2. Industry calls
- 3. Submit specifications to Canadian industry
- 4. Assist Hybrid Turkeys

- 1.Post has maintained contact with KSI & is following financing prospects. 2. 6 calls made on industry. 3. Specifications sent to Cdn industry but financing remains problem. 4. Post arranged visit of Hybrid President to Poland

- QUARTER: 2 1. Promotion of Canadian technology.
- 2. Assist Hybrid Turkey.
- 3. Assist McLean Brothers Fisheries in arranging J.V. contracts.

- 1. Office maintained assistance to Hybrid Turkey
- 2. McLean Brothers Fisheries signed two J.V. agreements with Polish companies.

- QUARTER: 3 1. Visit to food processing plants.
- 2. Identify endusers and decision makers.
- 3. Obtain specification of equipment sought by Poland.

- 1. Visits made to Polish processors and distributed as part of Canadian Aid Mission

QUARTER: 4 -----