

REPORT 4
88/03/16

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

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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:

QUARTERLY RESULTS REPORTED:

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 -----

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.