

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

POST :433-OSLO

003-GRAINS AND OILSEEDS  
NORWAY

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUING DIALOGUE WITH NORWEGIAN GRAIN CORPORATION TO PROMOTE  
THE USE OF CANADIAN WHEAT.

INCREASE IMPORTS OF CANADIAN WHEAT.

DEVELOP CLOSER CONTACTS WITH IMPORT ORGANIZATION TO ENCOURAGE USE  
OF CANOLA IN ANIMAL FEED.

INCREASE THE USE OF CANOLA IN ANIMAL FEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION FROM CANOLA COUNCIL VISITED NORWAY  
TO PROMOTE SALES OF CANOLA MEAL.

CANOLA NOT YET SOLD INTO NORWAY BECAUSE OF PRICE  
NORWEGIAN IMPORTERS WILL RE-EVALUATE CANOLA  
PURCHASES.

QUARTER: 2 -----

QUARTER: 3 CONTINUED CALLS ON NORWEGIAN GRAIN CORPORATION.

PRICE DIFFERENTIAL BETWEEN CANOLA PELLETS &  
EUROPEAN MEAL STILL TOO HIGH. TOTAL EXPORTS FROM  
CDA IN 87 WERE 34,000 TONS BUT ALL BASED ON 86  
CONTRACTS. NO CONTRACTS SIGNED IN 87.

QUARTER: 4 -----