

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 : 639-LIMA

003-GRAINS AND OILSEEDS  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SENIOR MILLERS TO ATTEND CANADIAN INTERNATIONAL GRAINS INSTITUTE  
COURSE IN WINNIPEG.

INCREASE FAMILIARITY WITH CANADIAN GRAINS.

IN CONJUNCTION WITH AN IMMINENT SHIPMENT OF CANOLA OIL VIA CIDA  
FOOD AID TO PROMOTE INFORMATION ON USES AND ADVANTAGES OF OIL IN  
ORDER TO INCREASE FURTHER PURCHASES.

OBTAIN LARGER SHARE OF PERUVIAN VEGETABLE OIL  
MARKET FOR CANADA.

TO CONDUCT MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADA.

SEND REPORT TO CANADIAN EXPORTERS OF CANOLA  
TO STIMULATE THEIR INTEREST IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOWED UP ON CDN WHEAT BOARD VISIT WHERE  
LETTER OF INTENT SIGNED. B) PROMOTING CANOLA OIL  
BY HAVING THIS OIL INCLUDED BY DEPT OF AGRIC AS  
PERMISSIBLE IMPORT & ENSURING CONTINUED CIDA IN-  
CLUSION IN FOOD AID PROGRAM.

A) SALES OF OVER 180,000 MT VALUED AT WELL OVER  
\$20 MILLION MADE IN FIRST YEAR OF 1987 CALENDAR  
YEAR. B) CANOLA OIL & WHEAT ARE TO BE INCLUDED IN  
ANY UPCOMING FOOD AID PROGRAM.

QUARTER: 2 A) GATHER INFORMATION ON WHEAT, FERTILIZERS AND  
COARSE GRAINS MARKET.

A) REPORT ON WHEAT AND COARSE GRAINS SENT JULY  
31 ENCI PURCHASED 45,000 TONS OF WHEAT WEEK  
SEPT. 14.

QUARTER: 3 -CONTINUED MAINTAINING EXCELLENT BUSINESS RELA-  
TIONS WITH ENCI & PRIVATE MILLERS. -GATHERED IN-  
FORMATION ON OILSEEDS MARKET. -ADDRESSED PERU  
AUTHORITIES TO HAVE CANOLA INCLUDED IN ENCI'S  
FOOD IMPORT PROGRAM.

--CDA SOLD IN 87 A RECORD HIGH OF 325,000 MT OF  
WHEAT. -REPORT SUCCESSFULLY COMPLETED DEC 87.  
--CANOLA WAS INCLUDED IN ENCI'S FOOD IMPORT  
PROGRAM.

QUARTER: 4 A) COORDINATED AND ASSISTED CWB MISSION TO LIMA.  
B) PREPARES SCHEDULE OF APPTS FOR CANOLA MISSION.  
C) WHEAT REVIEW.

A) HELPED TO DEFINITELY REESTABLISH CANADA AS A  
DEPENDABLE SUPPLIER OF WHEAT. B) GOOD WILL AMONG  
ENCI AND PVAN CRUSHERS CREATED. C) REPORT  
SUCCESSFULLY COMPLETED.