

27/02/87

DEPARTMENT OF EXTERNAL AFFAIRS

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Export and Investment Promotion Planning System

MISSION: 471 WARSAW

COUNTRY: 099 POLAND

Some Canadian exporters to this market in this sector(sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- Canada's position as one of the few major sources of international supply

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: ATTEMPT RESOLUTION OF POLISH CANADIAN DEBT SITUATION THROUGH CONTINUING DISCUSSIONS WITH POLISH BANK AND FINANCE MINISTRY.

Results Expected: NEGOTIATION OF REPAYMENT AGREEMENTS WITH CANADIAN WHEAT BOARD.

Activity: CONTINUING PROMOTION OF CANADIAN WHEAT SALES ON CASH BASIS TO ROLIMPEX.

Results Expected: MODERATE INCREASE IN SALES OF WHEAT.