

POST : 433-OSLO

003-GRAINS AND OILSEEDS
NORWAY

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 DEVELOP CONTACTS TO ENCOURAGE IMPORT OF CANOLA
PELLETS FOR ANIMAL FEED.

IN FEBRUARY, CONTRACTS WERE SIGNED TOTAL AMOUNT
16,000 TONS FOR CANOLA PELLETS FOR DELIVERY MAY/
JUNE, 1988. PRICE DIFFERENTIAL COMPARED WITH
CHEAPER EUROPEAN MEAL WAS ACCEPTABLE FOR THESE
CONTRACTS. PRICES FOR LATER DELIVERIES TO HIGH.