

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

SECTOR :003-GRAINS AND OILSEEDS
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:CEREAL GRAINS

REGULAR REPORTING OF WEATHER AND CROP CONDITIONS
ALERT CWB TO POSSIBLE GDR REQUIREMENTS

MAINTAIN CONTACT WITH GDR DECISION MAKERS
ALERT CWB TO GDR CONCERN AND NEEDS

FLAG CONTINUING CWB INT DURING NEXT GDR/CDA MIXED COMMISSION
CONTINUE TO DEMONSTRATE CANADIAN INTEREST IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. Reports on weather and crop conditions
2. Maintain contact with decision makers

QUARTER: 3 Maintain contact with Mahrung and promote visit
by Minister of Agriculture of Canada

QUARTER: 4 1. Maintain contact with Mahrung.

1. Report on weather & crop conditions completed
2. Meetings have taken place at Leipzig Fall
Fair 1989, attended by Quebec trade mission,
Alberta and Ontario government representatives.

Minister's visit postponed as result of politi-
cal changes in GDR

1. Discussions held with Mahrung on continuing
grain purchases from Canada.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of GDR requirements
2. Calls on key decision makers
3. Assist GDR on Croasex bid
4. Assist GDR with Berlin Seminar
5. Flag GDR interest during GDR/CDA NEC in Ottawa

1. Calls made on major GDR agency firms
2. Ambassador & Commercial Counselor called on
WOTI re Croasex project
3. Seminar postponed
4. NEC flagged GDR interest in subsidizing GDR

QUARTER: 2 1. Market survey of requirements
2. Identify Alberman and Gubler firms for market
3. Promote GDR, R.A. Stock sales

Meetings with GDR officials and Alberman re
Lewellen offer for Wittensberg and Gubler
firms.

QUARTER: 3 1. Support for Flammenhafer market
2. Market survey of GDR requirements

1. GDR lost Croasex deal to Sweden at 12th
level.

QUARTER: 4 -----