

POST : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON PROGRAM WITH FOREIGN TRADE ORGANIZATION TO RE-ESTABLISH CANADIAN INTEREST AND CAPABILITIES.

RENEWED CONTACT WITH ACTUAL END-USERS TO DETERMINE SPECIFIC REQUIREMENTS AND PRODUCT NEEDS.

ANTICIPATED RESULTS:

LEADS TO PROJECTS APPROVED UNDER NEW 5 YEAR PLAN AND REQUESTS FOR BIDS BY CANADIAN COMPANIES.

IMPROVED GUIDANCE TO SOURCE CANADIAN PRODUCTS TECHNOLOGY COMPETITIVE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 1- INDUSTRY CALLS
2- ASSIST HYBRID TURKEYS IN PREPARING TURKEY SEMINAR.

QUARTER: 3 1) INDUSTRY CALLS; 2) INTRODUCE CANADIAN CAPABILITIES.

QUARTER: 4 1. INDUSTRY CALLS; 2. INTRODUCE CANADIAN CAPABILITIES.

QUARTERLY RESULTS REPORTED:

1- POST CONTACTED FOOD PROCESSING PLANTS & REPORTED ON OPPORTUNITIES IN THEIR MODERNIZATION. CDN FIRMS RESPONDED TO 3 ENQUIRIES. 2- VISITS TO LOCAL PARTNERS WHICH ARE LIKELY TO RESULT IN SALES IN 1987.

1) POST CONTINUED PROGRAM OF END USER CALLS; 2) TWO CDN COMPANIES (POSS & KSI) WERE PERSUADED TO LOOK AT POLISH MARKET.

1. CALLS WERE MADE ON INVESTORS WHO HAD PROJECTS FOR IBRD OR HAD PRIORITY HARD CURRENCY ALLOCATIONS; 2. IDENTIFIED TWO PROJECTS OF INTEREST TO KSI; 3. ASSISTED KSI IN ESTAB. AGENCY AGREEMENT.