

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 635-BRASILIA

003-GRAINS AND OILSEEDS
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

FOCUSSED & SUSTAINED LOBBYING VIS-A-VIS MFA, MINISTRY OF FINANCE
SUNAB, MINISTRY OF AGRICULTURE, JUNTA DO TRIGO RE VALUE TO BRAZIL
OF LONG-TERM GUARANTEED WHEAT SUPPLIES FROM CANADA.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN
COOPERATION WITH BRAZILIAN INDUSTRY.

ANTICIPATED RESULTS:

SIGNING OF NEW LONG-TERM WHEAT AGREEMENT IN
1988 OF \$450,000,000.

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &
SIGNIFICANT SALES IN BRAZIL & THIRD MARKET OF
\$20,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REVENUE OF \$2,000,000
 OPERATING EXPENSE OF \$1,000,000
 NET INCOME OF \$1,000,000
 OPERATING EXPENSE OF \$1,000,000
 NET INCOME OF \$1,000,000
 OPERATING EXPENSE OF \$1,000,000
 NET INCOME OF \$1,000,000

ORIGINAL:

ACTIVITIES UNDERTAKEN IN POST PLAN:

ANTICIPATED RESULTS:

POST : 635-BRASILIA

003-GRAINS & OILSEEDS
BRAZIL

REPORT

NUMBER 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN