

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE FOLLOW-UP FOR CDN WHEAT BOARD IN THEIR DAILY DEALINGS WITH IRAQI CLIENTS, PARTICULARLY IN THE CASE OF DELAYED PAYMENTS

ASSIST CDN INTERNATIONAL GRAIN INSTITUTE ACTIVITIES IN IRAQ WHICH INCLUDE REGULAR TRAINING COURSES FOR IRAQI OFFICIALS IN CDA, AND PERIODIC SEMINARS DEVELOPPED BY CIGI IN IRAQ.

WORK WITH AGRICULTURAL RESEARCH ESTABLISHMENT IN IRAQ TO IMPROVE THEIR KNOWLEDGE OF BENEFITS OF CANOLA THROUGH FIELD TRIALS, FEEDING TRIALS AND TECHNICAL SEMINARS.

DEVELOP PROGRAMS JOINTLY WITH ARAB FEDERATION OF FOOD INDUSTRIES FOR TECHNICAL SEMINAR ON CULTIVATION AND USES OF CANOLA TO BE HELD AT UNSPECIFIED LOCATION IN MIDDLE EAST IN LATE 1987.

ANTICIPATED RESULTS:

EXPEDITE PAYMENTS WHERE REQUIRED AND SMOOTH PROBLEMS CAUSED BY POOR COMMUNICATIONS, ETC.

THROUGH ADDITIONAL TRAINING AND SUPPORT FOR IRAQ SPECIALISTS, CAN ENHANCE PROSPECTS OF CDN GRAIN SALES TO IRAQ.

IRAQIS WILL BEGIN TO APPRECIATE TECHNICAL AND NUTRITIONAL BENEFITS OF CANOLA WHICH COULD LED TO INITIAL IMPORTS OF MEAL AND OIL.

INTRODUCE CDN TECHNOLOGY VIS INFLUENTIAL ORGANIZATION TO MANY ARAB COUNTRIES, HELP TO INFLUENCE ARAB SPECIALIST/IMPORTERS IN FAVOUR OF CANOLA AS ALTERNATIVE TO TRAD'L OIL IMPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROVIDE SUPPORT FOR CDN WHEAT BOARD & CDN INT'L GRAINS INSTITUTE FOR THE SERVICES WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG TERM GRAIN AGREEMENT.

QUARTER: 2 PROVIDE SUPPORT TO CANADIAN WHEAT BOARD AND CANADIAN INTERNATIONAL GRAINS INSTITUTE IN THEIR DEALINGS WITH IRAQ.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

HELPED TO ORGANIZED SUCCESSFUL 2 WEEK SEMINAR ON FLOUR MILLING & QUALITY CONTROL SPONSORED BY CIGI FROM 18-30 APRIL 1987.

-ENSURE IRAQI EXPERTS WILL APPLY EARLY FOR 1988 TRAINING COURSES WITH CIGI.
-ENSURED SMOOTH FLOW OF GRAIN SALES CONTRACTS BETWEEN CANADA - IRAQ.