

REPT4D
90/01/23

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 :422-VIENNA

002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

EXTENSIVE CANVASS OF AUSTRIAN FISH MANUFACTURERS & IMPORTERS
INCREASE AWARENESS ABOUT CANADIAN SUPPLY POTENTIAL AND

CONSEQUENT INCREASE IN SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1. Review Canadian presence in Austria
2. Develop promotional material
3. Contact Austrian importers to sign contracts
4. Develop promotional material on fish report results

1. Post has maintained continuing contact with
2. General awareness of PASC limited to London
3. Contact signed 2 3 million contract with Post
4. Sales agreement signed between Pallas Ltd and
and Co, and Charles Corporation of Calgary for
delivery of 3 processors to Poland. Contract
signed on 4.2.89 million.