

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

POST : 422-VIENNA

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SERVICING CONSTANTLY INCREASING MARKET ENQUIRIES FROM CANADIAN  
COMPANIES IN SEEDS, OILSEEDS & PULSES.

INCREASE OF CANADIAN SALES.

INTENSIFY PERSONAL CALLS ON MAJOR AUSTRIAN IMPORTERS & DISTRIBUTORS  
IN THE AGRICULTURE & FOOD SECTOR.

IMPROVE LOCAL AWARENESS ABOUT CANADIAN  
SUPPLIERS' CAPABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTENSIFIED CONTACTS WITH AUSTRIAN FISH TRADE  
AIMED AT THE FORMATION OF POSSIBLE FISH MISSION  
(OCT87) TOOK PLACE.

OUR EFFORTS MET WITH MODICUM OF SUCCESS AS WE  
RECEIVED POSITIVE REACTION FROM THE LOCAL TRADE,  
RESULTING IN AN INCREASE OF REQUESTS FOR CDN  
SUPPLIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----