

REPORT 4
89/02/06

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

193

POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

IDENTIFICATION AND CULTIVATION OF KEY DECISION MAKERS.

TO DEVELOP HYBRID SALES.

ASSIST HYBRID IN MOUNTING TECHNICAL SEMINAR.

TO OBTAIN END USER CONTACTS.

TO COMBINE HYBRID TURKEYS INTO CANADIAN INFORMATION STANDS
DURING POZNAN FAIR.

TO PROMOTE THE COMPANY; TO ALERT POLISH PRIVATE SECTOR ABOUT CANADIAN CAPABILITIES.

IDENTIFY END USERS BASED ON POZNAN FAIR RESULTS.

INCREASED CANADIAN EXPORTS,THROUGH MKT
EXPOSURE AND ESTABLISHMENT OF CONTACTS.

SEEDS & SPECIAL CROPS

TO CONTINUE VISITS TO ROLIMPEX AND MINISTRY OF AGRICULTURE.

TO STIMULATE ROLIMPEX' CONTACTS WITH CANADIAN COMPANIES.

FOOD HANDLING,PROCESSING EQUIP

VISIT TO FOOD PROCESSING PLANTS, PERSONAL CONTACTS WITH MACHINERY
IMPORTS DECISION MAKERS TO PROMOTE CANADIAN TECHNOLOGY.

OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIPMENT REQUIREMENTS.

IDENTIFY END USERS AND DECISION MAKERS IN SECTORS OF INTEREST
TO CANADIAN FIRMS.

ENCOURAGING CANADIAN COMPANIES TO BID ON PROJECTS AND OBTAIN ONE SUCCESSFUL BID FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST HYBRID TURKEYS DURING POZNAN FAIR.
CALLS ON END USERS TO IDENTIFY FOOD PROCESSING
PROJECTS AND TO ALERT INDUSTRY.
CALLS ON ROLIMPEX AND MINISTRY OF AGRICULTURE.

HYBRID DID NOT PARTICIPATE BUT ARE PLANNING SEM.
IN FALL WITH WHICH WE WILL ASSIST. -CALLS WERE
MADE ON 3 PLANTS & ASSOC'N. KSI ALERTED. AGENCY
AGREEMENT ESTABLISHED. -ARRANGED MTG WITH OMAF
REP & ROLIMPEX.BUSINESS DISCUSSIONS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----