

REPORT 4
88/02/02

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

page 46

POST : 503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

MAINTAIN CLOSE CONTACT WITH MAJOR SWINE AND POULTRY FARMERS.
ORGANIZE CANADIAN PROGRAMS DURING THEIR REGULAR BUYING TRIPS TO
NORTH AMERICA.

CONTINUING INCREASE IN CANADIAN SALES.

FEED, FERTILIZER & VET PRODUCTS

COMPLETION WHEAT AND COARSE GRAINS REPORT AND AGRICULTURE ABROAD
REPORT (ANNUALLY).

KEEP OTTAWA CLIENTS INFORMED.

MAINTAIN CLOSE CONTACT WITH FEED MILLERS TO DETERMINE TIMING OF
FEED WHEAT IMPORTS AND PROVIDE INFO. ON ANY CHANGES IN FEED
IMPORT POLICY.

AT LEAST 25,000 TONS/ANNUM OF FEED WHEAT
SALES OUT OF TOTAL MARKET OF APPROXIMATELY
100,000 TONS.

MONITOR AND ADVISE CIDA ON POTASH AID PROGRAM.

\$10 MILLION OR APPROXIMATELY 85,000 TONS OVER
12-15 MONTH PERIOD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CLOSE LIAISON WITH MAJOR POULTRY & SWINE PRODU-
CERS; -MONITORING OF CIDA BACKED POTASH SALES &
PROMOTION OF UREA; -CANOLA FEEDING TRIALS -
REPORTING RESULTS.

-SWINE GROWERS VISITING ONTARIO PORK CONGRESS
JUNE/87; -15000 MT POTASH CONTRACTED TO CANPOTEX
NEW POSSIBILITIES FOR UREA SALES PURSUED; -IN
PROGRESS, PROMOTIONAL SEMINAR PLANNED IN FALL.

QUARTER: 2 CANOLA FEEDING TRIALS.
-MONITOR CIDA FINANCED POTASH SALES AND PROMOTE
UREA.
-ORGANIZE AGRI-BUSINESS, FOOD PACKAGING/PROCES-
SING MISSION TO CANADA.

RESULTS REPORT SUBMITTED TO CANOLA COUNCIL IN
JULY. SAN MIGUEL ISSUED TENDER FOR TRIAL 5,000 M.
TONS CANOLA MEAL BUT VOLUME TOO SMALL TO WARRANT
BIDS (TRANSP. COST). MT POTASH CONTRACTED TO
CANPOTEX 69,000 M. TONS UREA SOLD BY DOMINION

QUARTER: 3 -----

QUARTER: 4 -----