

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 : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON PROGRAM WITH FOREIGN TRADE ORGANIZATION TO RE-
ESTABLISH CANADIAN INTEREST AND CAPABILITIES.

RENEWED CONTACT WITH ACTUAL END-USERS TO DETERMINE SPECIFIC
REQUIREMENTS AND PRODUCT NEEDS.

ANTICIPATED RESULTS:

LEADS TO PROJECTS APPROVED UNDER NEW 5 YEAR
PLAN AND REQUESTS FOR BIDS BY CANADIAN
COMPANIES.

IMPROVED GUIDANCE TO SOURCE CANADIAN PRODUCTS
TECHNOLOGY COMPETITIVE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1- INDUSTRY CALLS
2- ASSIST HYBRID TURKEYS IN PREPARING TURKEY
SEMINAR.

QUARTER: 3 1) INDUSTRY CALLS; 2) INTRODUCE CANADIAN
CAPABILITIES.

QUARTER: 4 -----

1- POST CONTACTED FOOD PROCESSING PLANTS & RE-
PORTED ON OPPORTUNITIES IN THEIR MODERNIZATION.
CDN FIRMS RESPONDED TO 3 ENQUIRIES. 2- VISITS TO
LOCAL PARTNERS WHICH ARE LIKELY TO RESULT IN
SALES IN 1987.

1) POST CONTINUED PROGRAM OF END USER CALLS;
2) TWO CDN COMPANIES (POSS & KSI) WERE PER-
SUADED TO LOOK AT POLISH MARKET.