

REPT4D
89/12/12

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 :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONTACTS WITH SPANISH IMPORTERS, PROVIDING PRODUCT INFORM.
TRADE LINKS WILL BE IMPROVED STEADILY

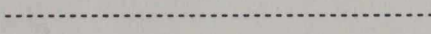
ORGANIZE RETURN VISIT BY NWFLD DELEGATION TO BASQUE FISHING AGREEMENTS
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

ARTICLE ON FISH MARKET IN SPAIN - FOR CDN INDUSTRIES SPANISH MARKET
ENCOURAGE CDN SUPPLIERS TO TAKE A MORE ACTIVE INTEREST IN

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES TRADITIONALLY SERVICED BY SPANISH COMPANIES
IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS

ORGANIZED INCOMING SPANISH VETERINARY MISSION TO CANADA
CONTINUED ACCESS FOR CDN BREEDING STOCK

MARKET RESEARCH-CDN FEED PEAS AND FORAGE
DETERMINATION OF WHETHER MARKET EXISTS.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pres of FPI accompanied Min Crosbie on Mission
-Proposed Cdn participation in limentaria 90 in
Barcelona - Spain's largest food show

FPI introduced to one of Spain's largest fishing
cos and major importers. Sales and JV prospects
are promissing
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----