

REPT4D
90/01/23

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
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

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

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES
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.

AGREEMENTS

SPANISH MARKET

TRADITIONALLY SERVICED BY SPANISH COMPANIES

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 promising
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----