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 :406-LISBON

003-GRAINS AND OILSEEDS
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CEREAL GRAINS

ONGOING MKT CONTACTS WITH EXPANDED POTENTIAL CUST BASE
TIMELY ADVISE TO EXPORTERS TO TRENDS & OPPORTUNITIES.

CALLS ON MILLERS & IMPORT AGENTS
ASSESS COMPETITION CAPABILITIES

OUTGOING MISSION FROM CANADA TO PORTUGAL
INCREASE MARKET SHARE

OILSEEDS

ONGOING CALLS ON CLIENTS AND POTENTIAL IMPORTERS
OPEN NEW SALES OPPORTUNITIES

MEETINGS WITH LOCAL AUTHORITIES RE CANOLA
ACCEPTANCE TO CANOLA FOR HUMAN CONSUMPTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate contacts with major millers.

-Meet with number of private sector grain buyers.

Met with LUSOGRAIN to examine current situation and prospects for Canadian wheat. Assisted in preparations for mission to Canada (CONAGRA).
-Delayed due to time limitations.

QUARTER: 3 -----

QUARTER: 4 -----