

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 :471-WARSAW

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY  
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

IN THIS SECTOR

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR  
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS  
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

DING STOCK

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET  
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.  
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

MENT REQUIREMENTS

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDN FIRMS  
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS  
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Assist KSI in efforts to obtain contract
  2. Industry calls
  3. Submit specifications to Canadian industry
  4. Assist Hybrid Turkeys

- QUARTERLY RESULTS REPORTED:
1. Post has maintained contact with KSI & is following financing prospects.
  2. 6 calls made on industry.
  3. Specifications sent to Cdn industry but financing remains problem.
  4. Post arranged visit of Hybrid President to Poland

- QUARTER: 2
1. Promotion of Canadian technology.
  2. Assist Hybrid Turkey.
  3. Assist McLean Brothers Fisheries in arranging J.V. contracts.

1. Office maintained assistance to Hybrid Turkey
2. McLean Brothers Fisheries signed two J.V. agreements with Polish companies.

- QUARTER: 3
1. Visit to food processing plants.
  2. Identify endusers and decision makers.
  3. Obtain specification of equipment sought by Poland.

1. Visits made to Polish processors and distributed as part of Canadian Aid Mission