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PROJECT REPORT

ECUADOR

NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT

November 1, 1986 - July 31, 1988

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ECUADOR PROJECT REPORT

November 1, 1986 - July 31, 1988

I. SUMMARY OF THE PROJECT

A. Background

The implementation of USAID project, Ecuador: Nontraditional Agricultural Exports, was initiated June 12, 1985, between the Agency for International Development (AID) and Devres, Inc., in collaboration with FEDEXPOR (the Ecuadorian Federation of Exporters). The objectives of the project were:

- o To increase the level of nontraditional agricultural based exports; and
- o To increase investment in productive, export-oriented agribusinesses.

Devres, working with FEDEXPOR, has provided Ecuadorian nontraditional agribusiness exporters with:

- o Access to US market and technology information;
- o Assistance in the provision of support services to export-oriented agribusinesses, including distribution and marketing;
- o Promotion of planning that favored export development; and
- o Assistance in the identification of export opportunities.

Carrying out these objectives successfully has led to:

- o Increased export of new products;
- o Development of new markets;
- o Expansion of contacts between individual exporters and importers; and
- o Strengthening of the institution of FEDEXPOR, through expanded membership, revenues, information, data base capabilities and knowledge of international export market potential.

B. Experiences to date

1. Successes

Examples of the successes and valuable experiences gained through the end of project include the following:

- o Export to and marketing of haricots verts (French string beans) in New York;
- o Export and marketing of snow peas;
- o Export and marketing of okra;
- o Successful trial shipment of fresh artichoke samples;
- o Successful exhibition of fresh asparagus leading to orders for product;
- o Successful exhibition of fresh pineapple leading to orders for product;
- o Successful exhibition of fresh cut flowers leading to orders for product;
- o Coordination and assistance for export and marketing of over 150,000 cartons of honeydew melons for each of two consecutive marketing seasons;
- o Transfer of project operations from Washington to Miami completed;
- o Generation of over 1,000 new marketing contacts for FEDEXPOR members;
- o Very successful overall showing at the United Fresh Fruit and Vegetable Association's 83rd Annual Convention and Exhibition in Orlando, Florida;
- o Attendance as observers at United Fresh Fruit and Vegetable Association's 84th Annual Convention and Exhibition in Houston, Texas, during which five FEDEXPOR representatives made over 100 marketing contacts;
- o Over 600 informational requests documented and successfully responded to;
- o Additional investment contacts established;
- o Continued publication of FEDEXPOR'S monthly newsletter;

- o New members added to the Federation, strengthening it as an institution;
- o Publication of "Trade Update", informing FEDEXPOR membership of pertinent news and legislation affecting exports from Ecuador (See Annex 11);
- o Full attendance at Post Harvest Handling Conferences in Quito and Guayaquil; and
- o Industrialized Products Seminar conducted in Manta during which a majority of the attendees received certificates.

2. Problems/constraints

Some problems constrained the execution of the Ecuador Nontraditional Agricultural Exports Project during this period. The following difficulties encountered are worthy of note:

- o Important problems in export products were quality control and poor coordination of logistical details;
- o Insufficient service from airline companies continued to create difficulties in increasing the level of nontraditional agricultural exports;
- o Slow follow-through in Ecuador on investment and trade leads by FEDEXPOR staff and individual members; this prevented realization, as well as inhibited development of, further trade and investment opportunities;
- o Selective dissemination of project-generated information to the membership; FEDEXPOR management only distributed information to those members they felt would benefit, not to the membership as a whole (See Annex 12);
- o Periods during which support from AID was not available, in particular the period from July 1987 until December 1987; and
- o Incomplete utilization of the Miami office by FEDEXPOR, including failure to provide a trainee who would have been able to continue the work after the end of the project.

II. ACTIVITIES DURING THE PROJECT

A. General

1. Project office in Miami

The first full semester of operation of the Miami office was completed in April 1987. The office, opened at the request of USAID/Quito and FEDEXPOR, placed project personnel much closer to ports of entry for most imports from Ecuador and the rest of Latin America.

2. Project administration and records

Invoices #26 to #47 were submitted to USAID/Quito for payment, and payment was received for invoices #22 to #46. Project expenditures to date have followed very closely a straight time-expenditure line for the life of the project. (See Table 1.) Overall spending has been kept well within the original budget limits. In fact, project funds were so judiciously managed that a budget surplus resulted, allowing the project to be extended for three months with no additional funding from USAID.

A contract amendment was approved to shift spending between line items early in the fourth semester. The most significant changes were a decrease in expenditures for Subcontracts and increase in spending for Other Direct Costs and Salaries, due principally to the shifting of priorities for project activities and opening of the Miami office.

Table 1 provides a listing of major activities during the period.

B. Task Related Activities

1. Planning

Work plans covering the period between November 1986 and April 1988 were submitted to AID. (See Tables 2 and 3.)

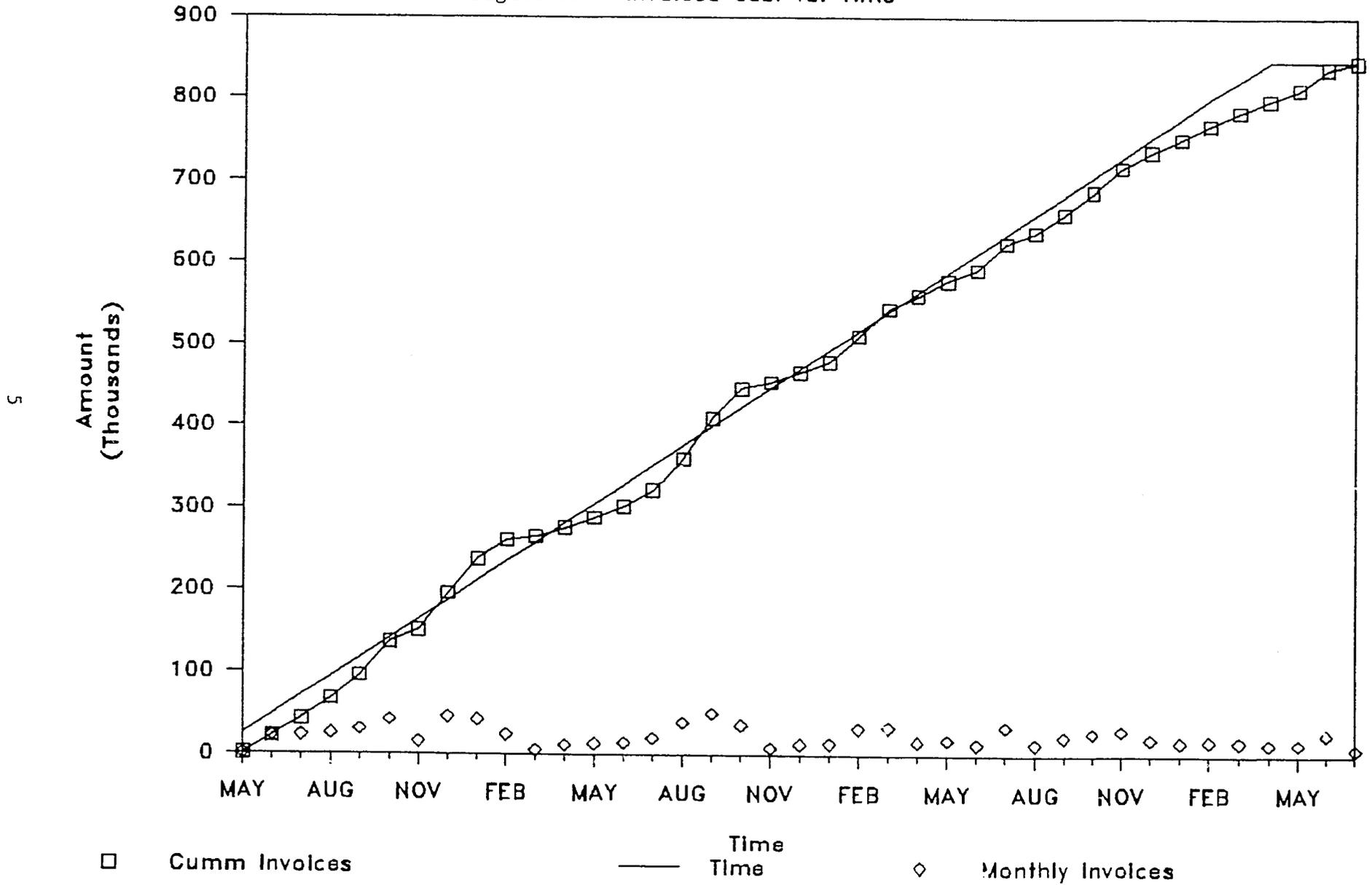
2. Trade missions

a. United Fresh Fruit and Vegetable Association Convention in Orlando, Florida.

FEDEXPOR participants visited local area wholesalers such as Red's Market and participated in a supermarket tour to see the most recent quality and display standards for produce in the US market.

ECUADOR NONTRADITIONAL EXPORT PROJECT

Figure 1: Invoiced cost vs. Time



Ecuador: Nontraditional Agricultural Export Project

Table 1: Activities During the Period
November 1, 1986 - July 31, 1988

<u>Date</u>	<u>Major Activity</u>
<u>FOURTH SEMESTER:</u>	November 1, 1986 - April 30, 1987
November 14	Initial data transfer of flower prices
November 16 -19	Assisted flower exporters in Miami, Pablo Ruiz, Francisco Saenz, M. Davalos, Ernesto Ribadeneira
November	Coordinated planning and execution of Manta Conference on Canning and Processing
December 1	Set up cooling and receiving facility for Ecuadorian imports at Tavilla Sales facility in Pompano.
December 8	First snow pea shipment to New York City. Prevor Marketing
December 29	Assisted Mr. White of Rosas del Cusin making trade contacts
January 9	First shipment haricots, sample shipment artichokes
January 13-25	Project Director in Ecuador to develop commodities for export, work on FEDEXPOR institutional development and plan for UFFVA Trade Fair in February. (See Annex 2)
February 3	Assisted representatives of CLASA, a FEDEXPOR member, in sourcing equipment for an IQF freezing plant
February 13-19	Exhibition and participation in 83d Annual United Fresh Fruit and Vegetable Association Convention and Exposition.
April 23	Serena Flowers (Neptali Bonifaz) - investment
April 24	Meeting at LAAD with Lucho Davalos and Robert Ross

Ecuador: Nontraditional Agricultural Export Project

Table 1: Activities During the Period (continued)

<u>FIFTH SEMESTER:</u>	May 1, 1987 - October 31, 1987
May	Quinoa marketing
May 6	Assistance in marketing grapefruit sections
May	Okra marketing
May	Planning for post harvest seminar
May 18	Pigeon Pea marketing
May 18-27	Avocado Oil study
May 27-28	Angora Wool
June 1-11	Project Director trip to Ecuador (See Annex 8)
June 5	Re-definition of role of Miami office
July 22-24	Post Harvest Handling Conference - Quito
July 27- August 3	Coordination in developing honeydew melon regulations between APHIS and Ecuador
August 3	Berry plants shipped to Ecuador from Nourse Farms
August 13	Sent mango budwood to Guayaquil (AGRIFIM)
August 28	Meeting between LAAD (Robert Ross), CLASA ECUADOR (Luchó Davalos), Devres (E. A. Villasenor)
September 1	Second shipment of budwood to AGRIFIM
September 9	Distribution to US clients of fresh ginger samples
September 12	Meeting in Miami planning Post Harvest Handling Conference (Guayaquil) Fernando Correa, William Bolton, George Wilson, Devres.
September 12	Meeting in Miami with delegation from Ecuador. Fernando Correa, Gabriel Espinosa and Francisco Saenz.

Ecuador: Nontraditional Agricultural Export Project

Table 1: Activities During the Period (continued)

October 1-3	Post Harvest Handling Conference (Guayaquil)
October 19-25	Berry technical assistance from Will Garroutte in Ecuador
<u>SIXTH SEMESTER:</u>	November 1, 1987 - April 30, 1988
November 2-7	Visit of Dr. Leo Hamburguer to Chile.
November 9-14	Visit of Andres Duenas to Chile
December	Establishment of Bi-Weekly Trade Newsletter
February	UFFVA Convention, Houston, Texas
February	Ing. Eduardo Egas replaces Ing. Lincoln Paredes as FEDEXPOR Regional Director in Guayaquil.
February 23	Submitted detailed market profile for Lilies
May	Ing. Fernando Correa replaced by Ing. Marcelo Ruiz as Fedexpor Executive Director
June	Tim Yeane trip to Ecuador
June	Paul Hoover trip to Ecuador

Table 2: EQUADOR NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
 PLAN OF ACTION — JANUARY TO JUNE OF 1987

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
PLANNING/ ADMINISTRATION	Interview secretaries Submit budget amendment Assessment of project deliverables Resolve Miami costs with AID-FEDEXFOR Monthly Product status development report			Project Director to Ecuador	Preparation of Semi-annual report	
TRADE MISSIONS	Exporter/customer contacts on an as needed basis	Organize trading contacts concurrent with UFF&VA convention				
TRADE FAIRS	Continuation of planning for UFF&VA convention in Orlando, FL	Attend exhibit at UFF&VA convention	Follow-up results of convention activity and trade contacts			Plan attendance/exhibit at FMA convention for October
INFORMATION SYSTEMS	Pronet Flower prices Implementation of PRSYS (redesign of inputting procedures)	Data transmission Initiate customer and product databases		Information system evaluation Devres, AID, FEDEXFOR in Quito		
SEMINARS	Prepare technical assistance for Asparagus and berries		Technical assistance in the field	Evaluation of Technical Assistance Reports		
COMMERCIALIZATION	Assist in sales contacts and consumation of trade deals Identify/ analyze current US/ Ecuador trading relationships	on-going				
INVESTMENT MISSIONS	Continued work in identification of investors	on-going				
TRAINING	Locate and facilitate training programs	on-going				

EQUADOR NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT

Table 3: PLAN OF ACTION — JULY OF 1987 TO END OF PROJECT

	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL
PLANNING/ ADMINISTRATION	Project Executive Officer to Ecuador Review Proposed Budget to EOP Submit final workplan to EOP Submit Semiannual report		Project Director to Ecuador	Project Director to Ecuador	Preparation of Semi-annual report Project Director to Ecuador		Project Director to Ecuador Preparation of plan to convey office to FEDEXFOR			Preparation of Final Project Report Project Director as Project Executive Officer to Ecuador Deliver office to FEDEXFOR
TRADE MISSIONS	Exporter/Customer contacts on an as-needed basis									
TRADE FAIRS	No further activities planned									
INFORMATION SYSTEMS	Pronet) (data transmission—via FAX) Flower prices) (data transmission—via FAX) Data gathering and transmission) (publications, market information, trends, etc.) Response to specific information requests (on-going) Maintenance of RRSYS and EMIS (on-going)									Evaluation and final recommendation
SEMINARS	Post Harvest Handling Conference in Quito			Post Harvest Handling Conference in Quayaquil						
COMMERCIALIZATION	Provide support in making sales contacts and consumation of trade deals (on-going) Identify/ analyze current US/ Ecuador trading relationships (on-going) Provide marketing and logistical support for ongoing export activities (on-going)									
INVESTMENT MISSIONS	Continued work in identification of investors and investment opportunities (on-going)									
TRAIN FEDEXFOR/MIAMI STAFF	Reception and Orientation		On-the-job-training (on-going) 1. Logistics and Handling 2. Marketing 3. EMIS 4. Administration							
DEVELOPMENT AND IMPLEMENTATION OF	Development		Approval and Implementation (on-going)							

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b. United Fresh Fruit and Vegetable Association Convention in Houston, Texas.

FEDEXPOR participants visited the two local markets. Two members, Santiago Aguirre and Jose Puga went on a supermarket tour, while a third, Jose Fabara, visited with local area flower wholesalers. A fourth member, Adolfo Brinkman, purchased equipment for his bottling operation.

c. Mission by FEDEXPOR members to Guatemala and Costa Rica.

FEDEXPOR members Ing. Fernando Correa (FEDEXPOR), Ing. Francisco Saenz (AGROTECH), Ing. Gabriel Espinosa (ARCINOE), Sr. Vicente Riofrío (CARAGURO), Sr. Victor Hogo Rodriguez (PROEXPOFLOR) participated in a Trade Mission to Costa Rica and Guatemala. The Mission focused on production and cultural practices of snow peas and strawberries. The participants visited government and other farms.

d. Mission to California production area by Santiago Aguirre of CLASAGRO.

Devres staff arranged for Sr. Aguirre to tour California production areas courtesy of Driscoll Strawberry Associates, Naturripe Strawberries, R. A. Glass Co. and other California grower-shippers.

e. Mission to California asparagus production areas by Dr. Jaime Vergara.

Devres staff coordinated visits by Dr. Vergara to the University of California at Davis, The Irvine Ranch Co. and All State Packing Co.

f. Three trade missions to Chile visiting with Sr. Rodrigo Gonzales the different fruit and vegetable production areas.

These missions took place in the fall and early winter of 1987. FEDEXPOR participants were Dr. Leo Hamburguer, Sr. Santiago Aguirre and Jacobo Steiner. In the company of Sr. Rodrigo Gonzales they toured the central part of Chile, concentrating on production, packing and exportation of asparagus, artichokes and berries. Among facilities visited were Fru-Agro, Co-Export, David del Curto, Sierra Nevada and Frutandes.

g. Trade missions to Miami by Srs. Fernando Correa, Francisco Saenz, Gabriel Espinosa and Gaston Burgaentzle.

The above-mentioned, all active in FEDEXPOR, visited Miami on three different occasions. These trips involved sourcing materials not available in Ecuador, contacting potential customers directly from the Miami office and visiting both customers and suppliers.

3. Trade fairs

a. United Fresh Fruit and Vegetable Association

Attendance by FEDEXPOR staff and members at the United Fresh Fruit and Vegetable Association Convention in Orlando, Florida, February 1987. See Annex 1 for a detailed report of activities realized.

b. Produce Marketing Association

Planning for participation, rather than exhibition, in the PMA Trade Fair scheduled for October, 1987 in Anaheim, California, was begun in late 1986. Due to budgetary constraints participation in this trade fair was cancelled.

c. United Fresh Fruit and Vegetable Association, Houston

Attendance by FEDEXPOR staff and members at the United Fresh Fruit and Vegetable Association Convention in Houston, Texas, February 1988. See Annex 7 for a detailed report of the activities.

4. Information system

a. Data transmission to Ecuador

Beginning in November 1987, transmission of product prices and other market information was established on a weekly basis to Ecuador. This was accomplished through INFORDE, an organization which is located in the same building as FEDEXPOR. The absence of a dedicated telephone line made direct transmission to FEDEXPOR offices cumbersome and inefficient.

Devres made the recommendation that FEDEXPOR install a dedicated line for telecommunications. This line, along with a fax machine, was purchased and installed, greatly facilitating transfer of information between Quito and Miami. In June 1988, the modem was connected to this dedicated line, and a link to a wide network of international electronic data bases was established. (See Annex 10.)

b. Request/Response system

Modifications of the request/response system (RRSYS) were completed, and information was transferred using WordPerfect Library notebook files. A complete report of activities to the end of the project is included in Annex 9. Annex 3 provides sample information requests from FEDEXPOR.

c. Product/Customer database

Work was completed in designing and installing a Product/Customer database in Rbase 5000 System V. Information for the

customer and product database was originally loaded into a WordPerfect Library software program called Notebook by the Project Director. The difficulties which surfaced regarding inputting information into earlier versions of the Rbase software led project staff to this alternative method for capturing data. The data manipulation and report generating facilities of Rbase should make access to this information by FEDEXPOR's membership much easier. See Annex 10 for a complete report of Market Information Systems installed at FEDEXPOR's offices.

5. Investment missions

Various investment missions were planned but not executed. Of particular note are the following contacts with potential investors:

- o Mr. Herbert Fiss of International Agro and Food Products, Bradenton, Florida, wanted to meet with Ecuadorian producers of fruit pulps and concentrates. FEDEXPOR was unable to confirm meetings and Mr. Fiss lost interest.
- o Mr. Robert Kosglow, a former Simplot vice-president, worked for some time with Ing. Fabian Solis on a potato export project. His visit to Ecuador was discouraged by FEDEXPOR's Executive Director.
- o Mr. Martin Gohn, president of MGC, a horticultural marketing company, scheduled various trips to Ecuador. All were postponed for to various reasons such as the political climate, national holidays, etc. His final attempt to hold meetings in Ecuador was cancelled by FEDEXPOR's Executive Director.

6. Seminars

a. Manta conference on industrialized products

Devres collaborated with USAID/Quito and FEDEXPOR in planning for a conference on Food Processing to be held in Manta, Ecuador, in November 1986. Arrangements were made to bring an FDA (Food and Drug Administration) official to Ecuador for the conference so that participants could receive approval for exporting. A team of professionals from the University of Puerto Rico was contacted for the Seminar on Food Processing. The conference generated good publicity for FEDEXPOR as well as being a source of revenue for the Federation.

b. Raspberry production seminar and technical assistance

William Garrouette of Garrouette Farms in Soquel, California, travelled to Ecuador to evaluate raspberry production potential and conduct seminar for Ecuadorian producers. See Annex 6 for a report of Mr. Garrouette's activities.

c. Post harvest handling seminar--Quito

Devres initiated efforts to conduct a Post Harvest Handling conference in Ecuador. The United Fresh Fruit and Vegetable Association was contacted as a potential source of consultants. However, United was unable to provide specialists for the seminar and two of Devres staff, William Bolton and George Wilson, conducted the seminar. See Annex 4 for detailed reports of the seminar by Mr. Wilson and Mr. Bolton.

d. Post harvest handling seminar--Guayaquil

The success of the Quito Post Harvest Handling Seminar lead to requests for a follow-up seminar in Guayaquil. Mr. William Bolton and Dr. George Wilson agreed once again to led the seminar, which was very well received by oversubscribed participation. See Annex 5 for detailed reports of the seminar.

e. Industrialized products seminar--Guayaquil

Devres was contacted to identify specialists to conduct a seminar for processing and marketing of industrialized products for FEDEXPOR members and other exporters. After rejection of several proposed candidates, FEDEXPOR contracted directly with other Devres suggested candidates to conduct the seminar.

7. Commercialization (product activities report)

The period from November 1, 1986 through July 31, 1988 demonstrated a marked increase in export activity. Each succeeding "winter window" saw increases in the volumes of non-traditional agricultural exports. The following is a description of these activities on a per-product basis.

a. Achiote

In February 1987, contact was established with Steibel Industries, a firm based in Tampa, Florida. Steibel is an importer/exporter of chemicals, food additives and related products. Mr. Paul Hubbard, Vice President of the company, expressed an interest in contracting for the production and purchase of achiote (commonly known as annato). He stated that due to increased governmental control and limitations in the use of artificial ingredients, this natural food colorant was becoming more and more popular. The current market for the seed at that time was \$1500 to \$1600 per metric ton. Traditional producing countries, such as Kenya and Nigeria, were no longer able to satisfy world demand. Production has been increasing in Brazil, Guatemala and Peru. Hubbard wanted to contact someone in Ecuador who could provide product and also commit production on a long-term basis.

FEDEXPOR was contacted and advised of the opportunity for production and marketing of achiote. Devres was advised, however, that achiote was not exportable because the government felt that there was not enough produced to meet national demand. FEDEXPOR, however, said that they would petition the government to allow new plantings to be developed for export.

Correspondence was exchanged between Devres and Steibel Industries. Steibel requested that seed samples be sent from Ecuador. If the seed proved to be adequate, a technician from Steibel would go to Ecuador to assist in establishing the plantings. If not, Hubbard agreed to provide high-quality seed from Kenya.

Several groups were approached and organized by FEDEXPOR to carry out this planting, including APROCICO in Quevedo. The world market for this product seems to be strengthening due to the need for more natural products in the food we eat. Political instability and economic problems in traditional producing countries are creating other opportunities for production and export. FEDEXPOR did a study on achiote which indicates that it is a viable product for Ecuador.

In March 1988, FEDEXPOR requested a detailed profile of achiote, to include data on world production, availability and marketing. This profile was completed and presented to FEDEXPOR in April 1988. As of this writing, demand remains high for this natural food colorant. If the exporting hurdles can be cleared, achiote could become a good source of export revenues for small farmers in Ecuador.

b. Angora

Angora wool production continues to be of interest in Ecuador. Devres staff has contacted several importers of Angora wool products, including one, Susan Dille in Blacksburg, Virginia, that sells hand-made Angora products in fairs throughout the Middle Atlantic states. She also has high quality Angora rabbits of German origin available for export and breeding. Several attempts have been made by FEDEXPOR staff in Quito to organize interested farmers, but no real progress has been made. Devres has responded to several requests for information, including preparing a budget for a detailed study. Uncertainty regarding the stability of world prices in the face of strong production from Chile and China is the largest single contributing factor toward development of this industry in Ecuador.

c. Artichokes

In December 1986 samples of Ecuadorian artichokes were shipped to Prevor Marketing International, New York. Jerry Young, salesman and buyer for Prevor, stated that by and large the samples were good and if produced in volume, could be a viable export "deal" for Ecuador. The primary defects in the samples were a lack of

uniformity in grading the sizes and some condition loss due to the fact that there is not yet an adequate pre-cooling facility in Ecuador.

In February 1987, several FEDEXPOR participants attending the United Fresh Fruit and Vegetable Association in Orlando spoke with California shippers and Eastern receivers about the artichoke business. One California firm, Veg-A-Mix, from Castroville expressed an interest in learning more about the potential in Ecuador. Correspondence and telephone calls were exchanged with Mr. Ben Anguiano, President and owner of Veg-A-Mix.

Following the convention, Devres received various requests from Ecuador for technical assistance. Several qualified consultants were located, including a Mr. Pedro Beas, who recently retired after growing artichokes in California for the past 27 years. A grower's group, headed by Gabriel Espinosa, planned to contract for this assistance in the late summer or early fall of 1987. At the same time, Devres staff contacted Mr. Winfred de Bernard, manager of Fisher Brothers' subsidiary in Chile. This large Canadian firm was interested in developing artichoke production in the Ecuadorian Sierra and promised to send a representative to Ecuador.

Devres also assisted Ecuador in locating sources for plant stock, which had been very scarce in California. Plants were located at a San Francisco nursery, but a firm order was never consummated.

d. Asparagus

The development and production of asparagus continues as one of the most active areas of interest. Studies indicate that because of Ecuador's climate and high average luminosity, asparagus should do extremely well. Several groups are organized within FEDEXPOR for the purpose of promoting and developing this crop.

Seed and transplants have been sourced primarily in California, with some Eastern varieties available from nurseries in Massachusetts and New Jersey. A January 1987 visit to Ecuador by representatives of Ball Biotech also provided another potential source. Some seed has already been purchased and shipped to Ecuador.

Asparagus was one of the "hit" commodities displayed by the FEDEXPOR delegation at the UFF&VA Convention in Orlando, Florida. Visitors to FEDEXPOR's booth expressed a great deal of interest in the asparagus that was exhibited. FEDEXPOR brought both white and green varieties. A number of visitors to the booth wanted to start ordering the product right away.

Among them were:

J & J Produce, Inc., Salinas, CA - Robert Garsha
Merex Corp., Thornwood, NY - David Blumberg
Sunfruit, Medley, FL

T.D. Agritek, Inc., Monroeville, NJ - Donald Franzen
Florida European Export-Import Company, Miami, FL - M. D.
Sullivan,
Pillsbury Corp., Minneapolis, MN - Dunrith Waund
United Marketing and Sales Int. Corp., Fort Lee, NJ- Pat Estrada
Prevor Marketing, New York, NY - Michael Prevor
Squillante & Zimmerman Sales, Fort Lee, NJ - Ed Zimmerman
Western Reserve Specialists, Cleveland, OH - Duff O'Donnell
Venture Vineyards, Inc. Lodi, NY - Melvin Nass
Coosemans Miami, Inc., Miami, FL - Danny Coosemans
U.S.A. Trade, Inc., New York, NY, Pompano Beach- Alberto Bambach

As a direct result of the UFF&VA Convention, contact was established with the Pillsbury Corporation, particularly with Dunrith "Bud" Waund. Pillsbury has become active in asparagus with its Green Giant brand canned and frozen product line. They are at the same time developing their fresh business, having bought out Lee Brands, a leading shipper. They ship fresh from Washington State, Coachella Valley, Mexico and Chile. Last year they marketed 30 million pounds of asparagus. They would be very interested in working with the Ecuadorians in the further development of this vegetable. Mr. Waund promised to obtain the names of two technical experts available for travel to Ecuador.

The consultants provided by Pillsbury were Mr. Garnet Rodebaugh and Mr. Brian Benson. Both individuals are very experienced in the field, Mr. Benson being a leading California seed producer and Mr. Rodebaugh being the person in charge of production for Lee Brands. They would be available for work in Ecuador once a relationship has been established with a viable group of growers.

In March 1987, Miami staff assisted Dr. Jaime Vergara in obtaining scarce UC 157 asparagus seed from California. Appointments were also arranged for Dr. Vergara with growers in the San Joaquin Valley and researchers at the University of California Davis campus.

During March 1987, FEDEXPOR received a visit from Mr. Robert Price, a consultant with Pillsbury. Mr. Price also works for Phillip Morris, the parent company. He was in Ecuador assessing the development potential for new commodities and was very impressed with the work being done with asparagus.

FEDEXPOR advised that they have two groups active, one in the Sierra and one on the coast, with the intention of planting 30 hectares. Requests for seed, plants and market information were received by the Miami office throughout the balance of 1987. It became apparent, however, that there was not much actual planting going on. FEDEXPOR planned to send a technician to study in the United States and learn how to reproduce asparagus plants through tissue culture. The tissue culture laboratory at Rutgers University was contacted and agreed to provide the training at nominal cost.

It is known that one FEDEXPOR member, the CLASA group, has been exporting asparagus with limited success and in small quantities to trial markets in Canada and Europe. They will have more production to deliver to these markets in the fall of 1988.

Devres continues to emphasize that asparagus is one of the premier commodities that could provide a significant impact in the development of non-traditional export commodities.

e. Avocado oil

The Miami office received a telex in early May 1987 from FEDEXPOR requesting:

"Please indicate to us what possibilities exist for the exportation of crude avocado oil and refined avocado oil for cosmetics. We need to know the quantity, price, etc. Information requested by a new member that has the product ready. Answer as soon as possible."

Over thirty cosmetic companies were contacted, and a listing of the names, addresses and individuals called was incorporated into a report delivered to FEDEXPOR. Several companies were interested in purchasing avocado oil from Ecuador, and they were placed in contact directly with FEDEXPOR.

f. Baby vegetables

A certain degree of interest has been generated toward the development of baby vegetables in Ecuador. The Ecuadorians have seen the success achieved in other countries, particularly Guatemala. FEDEXPOR has made numerous requests for seed catalogues and general information, but no specific plans for planting have been made.

g. Beans

A visit to Casera Foods in September 1986 indicated the possibility for producing dry beans in Ecuador and shipping them to Puerto Rico for processing by Casera, a Campbell's subsidiary. Varieties discussed were pink beans, large red kidney beans, small white beans and pinto beans. Devres was asked to source the seed for trial plantings in Ecuador. The site chosen was the Yungilla Valley, where a variety of microclimates are available in close proximity to each other.

After researching potential suppliers, two firms were chosen:

1. Kelly Bean Co.
2. Gormley & Co.

Quotes were requested and received. The growers in Ecuador were asked to approve expenditure for the seed. This seemed to quash the interest. Until some alternative source of financing these tests can be

implemented, dry beans for export will remain just an idea with good potential. Dry bean production for export could provide a welcome diversification for farmers in Ecuador.

h. Berries

Almost every study conducted in Ecuador to date has indicated that the production of bushberries, i.e., raspberries, blackberries, ollalieberries, etc., should be given a top priority. A native type of blackberry grows very well in Ecuador, and it is felt that certain American cultivars such as Heritage and Willamette will accommodate themselves well to Ecuadorian growing conditions.

Devres has provided much technical information on berries, including market profiles and production data for both fresh and frozen product. A group of growers has been organized in Ambato to conduct test plantings. They initially ordered 1,200 plants from Nourse Farms, an excellent nursery in Massachusetts. After these plants were well established, FEDEXPOR requested further shipments of plants, which are still being expedited. Severe problems in obtaining import permits, foreign exchange and agreement on prices with all the participating growers have thus far held up shipping any more plants.

Devres was requested to provide technical assistance to assure viability, then follow up later with a harvesting and handling seminar. In October 1987, Mr. Will Garrouette, a leading grower from Watsonville, California, spent a week in Ecuador with the growers giving them much-needed technical assistance. His encouragement motivated the growers and assured them that they were on the way to properly produce these berries. His report on that trip is included as Annex 6.

Several firms such as Agro-Tech and CLASA have been exporting bushberries to Europe and Canada with some success. Marketing channels in the United States have been opened up for sale and distribution of these Ecuadorian berries once they are in production.

i. Cardamom

Several requests for technical and marketing information about Cardamom were received by the Miami office. Information was returned to FEDEXPOR by telex and hard copy. A small group of producers in the Santo Domingo -Quevedo area has been organized and should have production available for export in 18 months.

j. Carnations

Neptali Bonifaz, an active member of FEDEXPOR, had been producing mini-carnations in 5 hectares, planted using Israeli varieties and technology. He had a great deal of difficulty in starting out his business, but felt that he had overcome the initial problems and could produce and market successfully. His carnations were all field-planted, not under cover, though they were all drip-

irrigated. The total in production amounted to 620,000 plants. He stated that Esmeralda farms in Peru was successfully shipping mini-carnations using the same techniques. He would have liked, however, to put some carnations under cover, and was looking for a partner with whom to finish the investment.

The book value of his current operation, according to Neptali, was \$350,000 U.S.

The mini-carnation operation with a partner would consist of: 7,600 square meters under cover, consisting of 108 beds 1 meter wide and 37.50 meters long.

There was an already existing structure of 18 bays measuring 5.25 x 80 meters (equals 7600 m²). The value of the structure was \$9,655.17.

Drip irrigation system was installed, needing only a filter to be operational. Value \$11,034.48.

Supports and wires for 108 beds of mini-carnations at 5,000 sucres per bed. Value \$3,724.14.

This deal was discussed with Glen Allen. He said that the project at first looked promising, if there are not a lot of white Israeli carnations involved. He said that there was not a good white carnation to be had from those varieties, the buds being too soft. He said that if the project had a good amount of red carnations it could be interesting and he could probably put it together. E. A. Villasenor was to call Neptali and obtain further information.

Further analysis with Glen Allen indicated that this project had a high probability of success. He requested the following information from Neptali Bonifaz:

Total area of greenhouse and:

(1) Proposed plant population

(2) Proposed varieties within color mix

- red
- pink
- white
- assorted

(3) Breakdown of investment costs per ha. including labor to install

- plants
- covering and expected life of covering at this location
- frame (metal or wood)
- water system

-other costs

- (4) Percent planted space of total area
- (5) Travel time from farm to airport
- (6) Season of peak production
- (7) Estimated production--export quality per year, blooms per plant

Despite repeated requests from both Miami and Quito, Sr. Bonifaz was unable to provide the information requested, and the project was abandoned.

k. Chocolate

Through FEDEXPOR, Quito, a meeting was arranged with Eduardo Molestina, manager of a chocolate manufacturing plant in Guayaquil. The company was looking for marketing development assistance for the introduction of a new line of high-quality boxed chocolates. Several conversations, meetings and telexes ensued, but no real business was accomplished.

l. Flowers

To date the most successful non-traditional exports from Ecuador have been fresh cut flowers. In spite of the increasing volume, Ecuadorian shippers represent only a small fraction of the flowers imported through Miami. As a result, they feel that they have not been receiving fair treatment from their brokers and agents.

At a January 1987 meeting in Quito, the following program was designed and offered as a service to the Flower Exporters Association by FEDEXPOR and the Devres/FEDEXPOR Miami Office.

a. "Door to door service" to be offered to the flower exporters

The following is a program for offering useful services to the flower exporting industry of Ecuador. If enough interest and participation could be generated it could also provide income for the FEDEXPOR office in Miami. The activities would be as follows:

(1) Receive via telex or fax a pre-advice of shipment and alert the flower brokers, warehouses and customs brokers with the following information:

- (a) Final destination/consignee
- (b) Possible "breakdown" (manifest) of the shipment

(c) Special information

(2) Obtain the following information from the flower brokers, warehouses, and customs brokers the following information to be transmitted to the "grower":

- (a) Reference selling prices
- (b) Any changes which should be made in the distribution of the shipment.
- (c) Approval for reception of the shipment with "collect" terms
- (d) Special information

(3) Await and receive via telex or fax a pre-advise of shipment and then immediately notify the warehouses, carrier, haulers and customs brokers with the following information:

- (a) Carrier
- (b) Flight and number
- (c) Itinerary and Expected Arrival Time (EAT)
- (d) Master Air Way Bill
- (e) House Air Way Bills and amounts of collect charges due from each consignee
- (f) Final destination/consignee
- (g) Exporter
- (h) Number of boxes
- (i) Invoices
- (j) Packing list
- (k) Special instructions regarding the distribution of the load within the aircraft
- (i) Remarks and observations

(4) Receive the flight verifying the following:

- (a) That the jet pallets be separated according to their respective warehouse destinations

(b) In the event that the flight contains cargo for another city, assure that cargo is not off-loaded in Miami

(5) Notify the freight forwarder of origin regarding the arrival and condition of the shipment, sending the following information:

- (a) Time of arrival
- (b) Quantities received
- (c) Damages, if any
- (d) Average temperatures before entering cold storage
- (e) Observations and remarks

(6) Prepare "clearance" and notify the flower broker with the information to include confirming the amount due "collect".

(7) Deliver or ship the product to its final destination/consignee, preparing the forms necessary for delivery and/or shipment.

(8) Contact the flower brokers and obtain the following information to be transmitted to the freight forwarder for distribution to the respective growers:

- (a) Conditions affecting the product due to handling
- (b) Reference to the prices at which the product is being sold
- (c) General observations

(9) In the event that it is required, present claims to the carrier and obtain USDA documents certifying dumping or incineration of rejected product.

(10) Prepare a report stating prices for transmission to the freight forwarders and distribution to the growers

(11) Obtain liquidations for accounts of sale from the brokers and prepare a statement of receiving costs to be transmitted to the freight forwarders for distribution to the growers.

(12) Receive the accounts sale and deliver them to the growers according to their individual instructions.

NOTE: INFORMATION WHICH THE GROWER REQUESTS OR RECEIVES WILL BE CONSIDERED CONFIDENTIAL AND WILL BE REMITTED IMMEDIATELY

Rates

US\$ 30.00 for shipment of 0-30 boxes

US\$ 40.00 for shipment of 31-60 boxes

US\$ 50.00 for shipment of 61 or more boxes

US\$ 6.00 for confidential telex

These rates are applicable solely for shipments from Quito to Miami. In the event that a transfer to another city is required, there will be an additional charge of 50%, which will also be the surcharge for reception at points outside Miami.

Estimated Budget

Salary	\$ 1,500.00
Overhead and Benefits (@60%)	900.00
Car Expense Allowance	300.00
Telephone	150.00
Telex	500.00
Miscellaneous	500.00
TOTAL	\$ 3,850.00

Break-even will be handling 133 shipments of 0-30 cartons or:

67 shipments of 0-30 cartons and
50 shipments of 31-60 cartons; or

44 shipments of 0-30 cartons and
33 shipments of 31-60 cartons and
26 shipments of 61 or more cartons

Assuming 20 flights per month, the following shipping volume would be required:

Case 1 7 shipments per flight

Case 2 6 shipments per flight

Case 3 4 shipments per flight

It is also assumed that all the income is applied to paying Miami expenses. If the income is pro-rated between Miami and Quito, then the volume required will be commensurately higher.

The individual contracted to fulfill these responsibilities will be required to be fluently bi-lingual and have a moderate education. In view of the fact that at times the product has a very high value, this person must have good references.

Subsequently, Devres staff qualified and interviewed several candidates for the above position. Approval of the project rested with the FEDEXPOR Board of Directors. Unfortunately, the Board was unable to agree to the idea or provide the necessary initial funding.

Implementation of this plan by FEDEXPOR would have provided an income stream that would have in large part supported the Miami Office once the project was concluded.

Another potential project presented by the Miami Office was one for the establishment of a "clearing house" for flowers in Quito. This institution would have been financed by an American firm, which would pay the flower growers on an FOB Quito basis for their flowers.

The following memo, general plan for setting up a clearinghouse that would purchase/market flowers, was transmitted to FEDEXPOR and the Flower Growers Association in Quito.

"We have a partner interested in investing in the concept, but only if he were able to have flowers planted and produced according to his quality requirements. He would, however, purchase the flowers on an FOB basis at the clearinghouse. Please review the idea and discuss it with potential producers.

(b) Memorandum--Flower clearinghouse
for Ecuador

(1) Background

During visits to Ecuador, we have been looking at some of the cut flower production activities in that country for opportunities to encourage qualified U.S. marketing entities accustomed to importing cut flowers from Colombia to consider Ecuador as a source of production. As a result of these personal visits, we would like to suggest the possibility of developing a flower clearinghouse entity

that could provide growth opportunities for marketing cut flowers grown in that country.

Such an entity would place particular emphasis on the "cool season flowers", such as roses, carnations and chrysanthemums, because they represent approximately 90 percent of the imported cut flower volume received in the United States with 70 to 90 percent of those flowers now coming from Colombia, depending upon the species. In our conversations with several participants in the U.S. flower trade on the East Coast during the last two years, we are certain that many of the wholesalers would be interested in expanding or widening their sources of supply beyond Colombia because of concerns over their present dependence upon producers in that country.

Nearly 70 percent of the cut flowers sold in the Eastern United States occur during the January-June period when the major source of supply is production from US greenhouses or imports. The cost of local US production is becoming prohibitive relative to the consumer's willingness to pay retail prices to support greenhouse grown production in the United States. Thus, Colombia with its peak flower production season geared to the US market has become the dominant supplier for the retail trade during their busiest season.

Although prices have been very competitive from Colombia, there are several commercial practices of the trade that have not been very attractive to the US wholesale florists. Therefore, most of the leading importers have been looking at various other alternatives including the Caribbean Basin and Ecuador for possibilities of replacing a part of the present Colombian supply.

Based upon our experience with the US wholesale florist trade and some exposure to production of flowers by farmers in Costa Rica, we would have no doubt that Ecuadorian production is feasible and can be sold effectively in the United States with proper and adequate protection of the cut flower (to extend shelf life at retail) between the time of harvest to the time it enters the port of entry into the United States. This involves a very careful control of refrigerated temperatures in order to keep the bud closed or firm as long as possible so that the retail florist has a useful shelf life in which to merchandise the cut flower to the consumer.

(2) Clearinghouse activities

Functions of the clearinghouse, as we see it, would include (1) providing marketing technology to the Ecuadorian growers. Such marketing technology would involve information on the species, colors and grades of flowers required by the market at various times of the year in advance of the growing season so that the producer could produce the type of flower that could be exported if properly cared for from the time of harvest to the time of entry into the US distributive trade. This might be called market intelligence, because

it could also involve information relative to conditions in the Colombian trade and any other potential participants in the CBI area.

In addition, the clearinghouse would (2) seek qualified buyers with credit ratings suitable for handling imports. They also would (3) receive the flowers, grade, package, bunch, sort and ship the flowers to the order of US buyers. In addition, they would (4) provide collection services and could either remit to the farmers at the time the flowers were delivered to the clearinghouse or remit to the farmers upon receipt of payment from the buyer. It is possible that the clearinghouse might want to take title to the flowers. However, they may wish to merely operate on a consignment basis.

It is our opinion that the clearinghouse entity would be most effective if it would operate upon some type of policy such as a seven-day payment facility or 50% at time of delivery and 50% upon sale. This would effectively be a combination of the payment at delivery and payment after remittance by the buyer. The more this entity could act as a true clearinghouse between seller and buyer, the more effective would be the development of the Ecuadorian cut flower production to meet the needs of the US market.

Ecuador has the capability and resources to produce flowers suitable for the US export market given the knowledge of what that market wants. However, several growers have indicated that their experience in shipping flowers and receiving payment has not been very favorable and, consequently, providing clearinghouse functions for the money involved in the trade would be an important function and benefit of the clearinghouse company.

(3) Recommendations

It is our recommendation that a clearinghouse be established for the use of Ecuadorian cut flower producers. Stock could be offered for sale to local producers as well as to possible foreign buyers. It would be our judgment that management operations should be under the expertise of a qualified Ecuadorian but that technical advice would be solicited from a qualified US importer to provide the needed inputs on market. However, if a qualified US importer wished to provide these managerial and technical services with a guarantee on the money involved in the transaction, then it might be feasible to have such an operation under their management and technical supervision, provided they were a minor equity participant. We are confident that there would be entities (import wholesalers) in the US who would be willing to provide these services and be a participant in the investment opportunity financing and operating a cut flower clearinghouse.

Glen Allen / E.A. Villasenor, III
Devres, Inc.

The report was received under advisement by the Ecuadorians, but no firm answer was ever obtained for the proposal.

Devres staff also passed along an offer from Murdoch Farms to purchase bouquets for distribution to Safeway Stores in the Washington/Landover area. Samples were requested but were never received.

Other flower-related activities included maintaining the flow of price information through the use of the project computer system, and the investigation of several flower importers.

It is very important that FEDEXPOR become active in the flower business from Ecuador. Other exporting countries have a firmly established "presence" in the American market, serving to protect their interests. Ecuador should follow suit and do the same. FEDEXPOR, through their Miami Office is the ideal vehicle for such representation.

m. Garlic

At a meeting in Quito in November 1986, Devres and FEDEXPOR staff met with Eco. Fausto Manuel Pinto G., General Manager of Pinto & Garces Cia. Ltda. This firm has garlic production in Tungurahua - Pelileo area. They wanted to export garlic to the US. Devres agreed to send grade standards. They have 30 MT available per month. It was explained that initial shipments would have to be made on consignment until a market and customer relationships were developed. Mr. Pinto agreed to send a telex to Miami between Nov. 5-10 to confirm the shipment of samples.

Subsequently, the Miami Office received a call from Phillip Johnson, The Marian Co. (813-855-0933). He is a partner with Sr. Pinto in the Ecuadorian business. He was looking for marketing contacts for the garlic. He already had samples here in Miami. The garlic was of the purple variety, packed in wooden boxes. It was suggested that he contact the PACA and the Blue Book and was given the appropriate phone numbers. Devres/Miami staff also said that they would let him know the reputations of those companies with whom they could trade.

n. Ginger

A group under the direction of Patrick Bredthauer planted ginger in the area around Guayaquil. Plans called for initial production in September 1987. This planting project was a result of the technical assistance provided by the project in the fall of 1986. The Miami Office assisted in providing packaging information and marketing contacts. Samples of ginger were received in Miami in October 1987 and forwarded to clients, both supermarkets and wholesalers. The ginger was not well-received by these customers, who stated that the product was wilted and slightly dirty. They did state, however, that

with proper handling it could be a very competitive product. This information was transmitted to Ecuador.

o. Haricots verts

"French Beans", also known as haricots verts, were shipped by FEDEXPOR members on a trial basis during the months of December 1986 and January 1987. Results were mixed, but very promising. One shipment of 31 boxes sent to Prevor Marketing in New York yielded returns of over \$5.00 per pound. Problems encountered were those of poor grading and condition loss due to improper handling. The market potential, however, was discovered to be excellent. Due to its geographical position, Ecuador can produce these beans for shipment during the "winter window", making these high returns possible.

After the season, a group of interested growers, headed by Gabriel Espinosa, contacted Devres for assistance in obtaining seed for the next planting cycle. Le Marche' Seed Co. was called, and 5 pounds of haricot seed were shipped to FEDEXPOR for planting trials.

p. Lilies

Lilies are a colorful and diverse group of perennial flowers native to temperate regions of the northern hemisphere. They are popular as cut flowers, potted plants and in home gardens in many areas of the world and, therefore, are economically important commodities in certain countries. Lilies reproduce vegetatively from bulbs and bulb scales, and there is important international trade in bulbs as well as fresh flowers. The flowers cross-pollinate easily giving rise to innumerable hybrids and new varieties, providing gardeners and consumers with an endless array of flower colors and patterns.

In January 1988, FEDEXPOR requested information regarding lilies. In February a study was prepared and submitted. This study reviewed the sources, prices and markets for both domestic and imported lilies and gave a brief overview of production practices for lily bulbs and flowers. Useful information on importation and inspections, packaging, transportation, wholesalers and other sources of information was also included.

q. Honeydew melons

The 1986-1987 honeydew deal from Ecuador was very successful. Shipments totaled over 250,000 cartons. Prices ranged from \$10.00 to \$14.00 during most of the deal. Importer interest was very high, and major companies are now looking to Ecuador for future supplies.

During January meetings in Quito and Guayaquil, Devres and FEDEXPOR staff met with several potential new producers, who would be

starting out for the first time in the 1987-1988 winter window. Plans were made to provide technical and marketing assistance.

Honeydew melons were exhibited during the UFF&VA Convention in Orlando, Florida. They were among the most popular items displayed in the FEDEXPOR booth. Representatives from marketing firms were all anxious for details on who to contact in Ecuador for future production. Among the firms interested were USA Fruit, Prevor Marketing, United Marketing and Seald Sweet.

Further work was being done in attempting to develop new production. The bottlenecks were transportation and fruit fly control. In this area, Devres assisted by coordinating the efforts of several individuals and agencies. A proposal was received from Allied Trading in Tampa, reading as follows:

Allied states that they have an option to charter up to 4 vessels to ship honeydew melons for the 1987-1988 winter window. They would require a guarantee of sufficient production before executing the contracts and committing for the charters. Each vessel would carry approximately 45,000 cartons of melons. There appear to be four options available:

- o Plant enough melons to ship 45,000 cartons per week from the port of Manta.
- o Obtain alternative cargo such as bananas to finish the loads in Manta, so that less melons would need to be planted.
- o Ship 45,000 melons per week, but supply the deal with fruit from both Manta and Guayaquil, setting up several different deals, having the vessel load in both ports.
- o Same as 3 above, but also use alternative cargo such as bananas to finish loading the vessels.

Allied will prepare a cost analysis of the freight, plus a proposal of how they would want to structure a business relationship. They would require a guarantee of production capability such as a letter of credit or a performance bond. The growers, they understand, in turn would want a guarantee of transportation and marketing. This analysis should be available within the next week.

This proposal was forwarded to FEDEXPOR for consideration. Its reply was held up pending a decision from APHIS as to what areas of Ecuador would be permitted to plant melons for export.

A further meeting was held with Allied Trading, Devres staff and an AID representative, Mr. Giovanni de Choudens. The results of the meeting were:

"Meeting at Miami airport with John Hill and Giovanni deChoudens: John Hill has an associate, George Nazzari, who has wide expertise in chartering freight. Nazzari is the person who will contract the transportation for the honeydew/banana shipments. Nazzari lives in San Francisco, California (415-284-2792). The discussion covered the following topics:

(1) How precisely will the freight be guaranteed? If the growers in Ecuador want the freight guaranteed in writing by the vessel company, they will have to provide a performance bond for Hill and his associates. This will be prohibitive, if not impossible. Hill, however, stated that he would give his assurances to provide the freight, entering the spot market for shipping space several months prior to the season, i.e., instead of now, 6 months before. Hill stated that guaranteed vessels and rates this far in advance are going to produce "premium" rates. Giovanni suggested follow-up with shipping companies currently servicing Ecuador. Hill will arrange a meeting the week of May 5 in Orlando with EAV, Nazzari and himself. OK per Giovanni.

(2) Volume: The targeted production will be for approximately 25,000 to 40,000 boxes per week. Sufficient growers have to be organized and motivated to provide this level of volume. Giovanni will commence the organization on his return to Ecuador May 14. A key factor in the deal will be a contract for vessel space worked out between Hill and Banana Supply Co., Orlando, Florida, in which the banana shipper would take up a substantial amount of space on each vessel. Shipping schedule would be approximately every 10 days.

(3) Cost data:

Hill requested as much cost data as is available:

- (a) cost of boxes
- (b) growing costs
- (c) harvesting and packaging costs
- (d) transportation (internal)
- (e) incidental export costs

(Many of these costs have been identified in a study done by Pepe Puga in Ecuador)

(4) Marketing: EAV is requesting from Hill for the May 5 week meeting a narrative detailing how the marketing is going to be done, who the principals are, what the expected sales are, what the commission and expense structure will be, sales reports, market reports, frequency of account sales settlements, etc.

(5) Hill reports that he is in touch with the USDA and that there might be some relief available for this season from the

current stricture of landing Ecuadorian honeydews at only North Atlantic ports. EAV and GdC to follow up.

Conclusion of meeting: Further cost analysis needs to be developed and a firm plan of action formulated in order to motivate the Ecuadorian growers. This information should all be in final form no later than May 14.

Minutes from the meeting were sent to FEDEXPOR requesting their reply. When FEDEXPOR finally did reply, they stated that business problems prevented the principals initially interested in the business from consummating the deal.

r. Mineral water project

A January meeting at FEDEXPOR's Quito office introduced Srs. Fausto and Diego Fernandez. Their company bottles and distributes 240,000 bottles of HUITIG brand mineral water daily. At a recent board meeting the company agreed to investigate and affect the purchase of more bottling equipment to enable the company to export mineral water, and in particular to penetrate the US market. Initial investment in new equipment is estimated at \$1.4 million US.

In the conversation, various constraints involved were discussed, such as the high price of bottles produced in Ecuador, the lack of an accurate assessment of the US market, the sourcing and purchasing of the new (or used) bottling equipment and the need to develop a new bottle and label design.

The Miami office obtained material on the sparkling water market in the United States and forwarded it to Quito. Devres was later advised that the bottlers of HUITIG were going to shelve the project until economic conditions in Ecuador were more favorable. It is now understood that they are going to start exports in September 1988. They will be dealing with a privately owned Miami trading company.

s. Mushrooms

In November 1986 the Miami Office received the following request:

(1) Regarding canned mushrooms:

- volumes and prices on a monthly basis from 1985 to the present.
- types of containers used and their volumes.
- what varieties are used and which ones are

feasible from Ecuador.

(2) Technician:

- must speak Spanish

- must understand the cultivation process
- must understand the process in the factory
- must be able to differentiate; various varieties, especially those consumed in foreign markets.
- must be prepared for 30 to 40 day stay

Please send resume including expected cost ASAP.

A further explanation of the telex by FEDEXPOR indicated that the Villaseca group was looking for some information regarding mushrooms. If the market, etc., look profitable, they would construct a processing plant in the Sierra. They want to know about the world market for mushrooms, where they are produced, what the prices are, what the market trends are, etc. They would also want to locate a specialist who could go to Ecuador for a month to six weeks to get them started.

Dr. Lo Christy of Ameritrade was contacted, and he indicated that he could field the team necessary to do the study requested.

A telex was received from Tradeamerica proposing the feasibility study.

A meeting was held at the Miami office with Dr. Lo Christy. A detailed discussion of the mushroom proposal followed. Dr. Christy said that the mushroom market is growing. The annual US consumption is increasing steadily. Taiwan is getting out of the market due to costs. The Taiwanese, according to Dr. Christy, feel that they can get more return from their labor investment by utilizing it in the manufacturing of electronics and other goods rather than in mushroom farming and production. As a result, there is a currently ongoing re-allocation of production sources in the world mushroom market, with some of the production shifting to the Peoples Republic of China and to Indonesia.

Dr. Christy said that the most profitable aspect of mushroom production stems from the sale of fresh mushrooms. The two largest production areas in the US are in the Aptos-Monterey area of California and in Pennsylvania/Delaware. The Taiwanese are strictly canners, no fresh exports. Fresh exports are perilous due to the delicate perishable nature of fresh mushrooms. Irradiation, however, dramatically increases shelf life.

In Latin America there are mushrooms grown in Peru and in Costa Rica. There needs to be an assessment made in the area where the mushrooms will be grown to avoid any constraints which may later hinder production. Examples cited: The straw material available in Costa Rica was wholly unsuitable for the culture medium. In Indonesia, the ambient temperature and humidity change from the plant to the point of embarkation of the finished product caused the cans to sweat and damage the labels and packaging. An experienced team/individual would need to evaluate the particular characteristics of the Ecuadorian Sierra with respect to the production and exportation needs of canned mushrooms.

Dr. Christy provided Miami staff with a resume for Dr. Jim Holmes, the mushroom expert. He also left a copy of a proposal from:

Hogan Associates
Importing Food Technologists
3047 Fillmore Street
San Francisco, California 94123
415-929-1112
Telex 470298
John F. Hogan, Jr.

This firm, one of the leading importers of canned mushrooms, would do the feasibility study in Ecuador for free in exchange for exclusive marketing rights in the US. This may not be a viable option in Ecuador.

Dr. Christy also stated that the current proposal on the table in Ecuador could be scaled down somewhat, reducing the cost.

After several weeks of negotiation, the Villaseca group decided that the proposal was too expensive and opted to withdraw from the project. Two other firms later requested information and were referred to FEDEXPOR.

t. Okra

Shipments of this southern vegetable totaled 2,741 half-bushel crates during the 1986-1987 winter window. The lone exporter was FRUTEX, a company located in Guayaquil owned by Gunter Chanange. On the whole the season was successful, but several mitigating factors would have to be resolved before okra could become a truly viable export commodity.

By far the most serious problem was the lack of reliable air cargo service from Ecuador to New York. Due to APHIS regulations, the okra could only be entered through North Atlantic ports, making logistics difficult. Ecuatoriana only had two viable flights per week, making shipping perilous. Eastern Airlines refused to transport the okra after losing the first container at the Miami cargo terminal. Other problems consisted of missing documentation, logistical constraints in sending settlements to Ecuador and occasional poor communications, all of which were resolved.

In conclusion, it could be said that to date okra has been the most successful new vegetable exported from Ecuador. If the transportation obstacles were to be hurdled, volumes of over 100,000 crates per season could be shipped.

u. Passion fruit

The popularity of tropical drinks expressed itself in the form of increased demand for passion fruit juices and concentrates.

In January 1987 requests were received and forwarded from importers wanting to purchase substantial quantities of passion fruit products. Several of these firms indicated a willingness to enter into joint venture agreements with Ecuadorian producers. Among the interested companies were James Kosglow Co. and International Agro Food Products Co. These requests were coordinated and forwarded to FEDEXPOR. The Quito staff informed Miami that there was a possibility that they could organize several production groups.

In late December 1987, Devres was requested to provide detailed marketing and production information for single strength juice and frozen concentrate of passion fruit. This report was prepared and forwarded to FEDEXPOR in January 1988. Subsequently, ECUAJUGOS, a FEDEXPOR member and NESTLE subsidiary requested marketing contacts for a volume of single strength juice. These contacts were researched and forwarded to Ecuador.

v. Pigeon peas

Initial interest in planting pigeon peas was developed during the CBI Conference in Puerto Rico. A relationship was established with Casera Foods, a Campbell Foods subsidiary. Correspondence was exchanged between Devres, Casera and FEDEXPOR. Casera requested samples of raw and finished product in order to assess the quality of the peas and the Ecuadorian ability to process them.

FEDEXPOR requested assistance in processing the pigeon peas. Casera was contacted, and the information was sent via telex. Initial samples were produced in Cuenca, but the quality was substandard, with too much foreign material being found in the product. Plans were made to tighten up the processing and produce better samples.

The Miami Office was advised in April 1987 that there would be approximately 80,000 pounds of pigeon peas produced by Ing. Piedrahita and the firm "Palmacristi", starting in June at the rate of 10,000 pounds per week. Devres was asked to assess the fresh market potential for the peas. Clients were contacted and product was offered. Lists of contacts were forwarded to Ing. Piedrahita. Due to late harvest and a lack of processing facilities, the pigeon peas were not shipped frozen as had initially been intended. Instead, they were dried and prepared for sale as seed.

The seed market for pigeon peas rose markedly and created an excellent export opportunity. Through contacts obtained by Mr. Giovanni de Choudens, clients were contacted in Puerto Rico and sales were made. Sr. Gabriel Espinosa brought samples of the seed with him to Miami. Unfortunately, the pigeon peas had not been treated and were teeming with insects. Instructions were immediately sent to Ecuador to have the seed cleaned and processed, which was never done.

Pigeon peas are a staple in the Caribbean basin. Ecuador has the good fortune to be able to produce this product out of season. What is

required is a sound plan and some long-sighted investment that will target the opportunity to sell frozen, canned and seed pigeon peas.

w. Pineapple

Ecuador produces two varieties of pineapple. The first is a native variety, with a round shape and white flesh. Although this fruit is very sweet and has an excellent shelf life, its pale color is somewhat detrimental for fresh market applications. There are also small plantings of Hawaiian varieties, which should be developed for export.

During a January 1987 trip, Devres staff met with various producers and discussed the possibility of developing pineapple as an export commodity. The growers cited transportation as their greatest concern, particularly the limited availability of airspace. There are, however, several firms selling fresh pineapple to other countries, particularly Chile.

Contacts were established with potential marketers in both Europe and the United States. Samples were requested, pending follow up from FEDEXPOR staff in Ecuador.

FRUTEX provided pineapple for display at the FEDEXPOR booth at the UFF&VA Convention in Orlando, Florida. Visitors expressed interest in pineapple, but were uncertain if Ecuador could compete with the multinationals who were saturating the market with high quality product from Hawaii and the Caribbean. There were heavy plantings in the Dominican Republic by Castle & Cooke, among others. Turbana Banana had just initiated an operation in the Caribbean that was producing a good Jet Fresh pineapple, but they were having trouble marketing it. Among the companies interested were:

Canadawide, Montreal, Quebec - Bill Katsabanis
B.V. Jos VandenBerg, Rotterdam, Holland
Concorde Group, Saskatoon, Saskatchewan, Canada
Waterfield Farms, Chantilly, VA - Gerard V. D'Amore
Tropical Fruits & Vegetables, Inc., Miami, FL
USA Trade, Inc., Pompano Beach, FL

An excellent marketing opportunity for fresh pineapple from Ecuador exists in the Chilean market. The Chileans are heavy fruit consumers, preferring fresh fruit above anything else for dessert. They have little fruit production in the winter, at which time fresh pineapple from Ecuador, brought in at a higher stage of maturity, could be a success. It is recommended that a marketing project be developed, incorporating the coring machines used in US supermarkets. Initial inquiries in Chile produced a very high level of interest. Two to three thousand 40 lb. cartons of pineapple could be sold weekly in the Santiago market alone. Chileans pay up to 500 pesos (\$2.00 US) for a no. 10 can of pineapple. They would gladly pay that amount for a fresh, cored sweet Hawaiian pineapple.

x. Potatoes

In November 1986 the Miami Office received a telex from FEDEXPOR, requesting restrictions and regulations for potatoes. They wanted to know what possibilities existed for the exportation of potatoes from Ecuador to the US. They were advised that fresh potatoes from Ecuador should not and could not be marketed in the United States for the following reasons:

(1) Fresh potatoes are not on the current APHIS admissible products list from Ecuador. It would be almost impossible to get them on the list at this time.

(2) The United States is currently over-producing potatoes and is actively looking for export markets for this excess production.

(3) Potatoes are produced heavily in California, Washington, Oregon, Idaho, Nebraska, the Dakotas, Texas, Florida and Canada, to name just a few. Because of plant hybridization, extreme mechanization and modern storage facilities, it would be almost impossible to compete in this market with imported potatoes. Current prices are relatively low, and a marked change could only be brought about by some unforeseen production problem.

(4) The United States Department of Agriculture is extremely stringent about the importation of potatoes. Their requirements are almost impossible to meet. The potatoes must be 100 per cent free from dirt, which is almost impossible to do even with the most modern machinery. The potatoes cannot have any pesticide or chemical residues of any kind. Sources have told us that importing potatoes is almost impossible just due to the USDA requirements.

For the reasons stated above, it was suggested that the idea of selling fresh potatoes in the US market be abandoned. Instead, a potential market for potato products in processed forms was identified. One possibility is potato flakes. However, for the time being it seemed the best potential market for Ecuadorian potatoes was to be in the Caribbean and Central America.

Samples of Ecuadorian potatoes were sent to a client in Trinidad, who was very satisfied with the quality and condition. The agent, Jim Kosglow, a former Simplot vice-president, was very anxious to consummate the business. Kosglow also said that there was also a potential for exports to Europe. There exists a 2 to 2 1/2 month period roughly from June to August during which there are no fresh potatoes in Europe. He said that the quality of the storage crop at that time is poor, and as a result the Europeans would allow the importation of foreign potatoes. Kosglow asked that FEDEXPOR determine what transportation services were available to Europe from Ecuador for

potatoes. This project was then placed in the hands of Ing. Fabian Solano.

Ing. Solano worked diligently at resolving the production and transportation problems, but was not able to obtain direct service to the Caribbean at competitive rates. Next came a problem with the growers, who wanted a guaranteed price higher than that of the national market. They would not, however, guarantee quality and delivery. In the face of all these obstacles the project was discontinued.

y. Quinoa

A group of quinoa growers was organized under the auspices of FEDEXPOR and named the project's Miami Office as their marketing agent for the US market. This group, known as the Quinoa Growers Association, displayed quinoa in both grain and flour forms at the UFF&VA Convention in Orlando, Florida. Samples and brochures were handed out at that time.

Subsequently the Miami Office embarked upon a program of sending out brochures, samples and technical specifications to grain milling companies and health food companies. Quinoa has exceptional nutritional properties of great interest to the health food and nutrition industry and, if marketed properly, could develop into a substantial export commodity from Ecuador.

Several problems surfaced during this developmental stage. Although the Miami Office was to have been the sole agent for ProQuinoa, the new name given to the Quinoa Growers Association, in fact it was not. ProQuinoa contacted several other trading companies and marketing agents, offering them all the same product at varying prices. This, of course, caused a great deal of confusion and misunderstanding on the part of various clients and importers. Of particular interest is the case of Eden Foods, a health food firm based in Clinton, Michigan. This company, through its purchasing director Ron Roller, developed a line of pasta products that incorporates quinoa as a primary ingredient. This firm had been purchasing quinoa from other sources and was greatly interested in dealing with the producers directly from Ecuador. Mr. Roller became very upset when he started receiving offers from different sources all claiming to exclusively represent the same supplier. At this time the Miami Office relinquished its representation and offered to act merely in a supporting role.

Few of the many letters and brochures that were distributed generated responses. The most common concern was the reliability of the producers and the quality of the product. Various trading companies, including firms based in Europe, have expressed an interest in developing quinoa. It is our opinion that ProQuinoa needs to invest time and money in the development of a product line based on quinoa such as cookies, mixes (pancake mix, cake mix, etc.) health bars, soups and so on. If these products were to be developed and produced for

export, the export would be that of a value-added retail item, instead of grain and flour as a raw material.

z. Radicchio

Interested members requested seed samples, which were obtained by Miami Staff and forwarded to Ecuador.

aa. Sardines

During a January 1986 trip to Ecuador, Devres staff met with Julio Hidalgo Coronel, of Industria Pesquera Jambeli C.A. They were marketing canned sardines in the US, mostly on the West Coast. They would be willing to offer product for distribution in the East or Southeast. Received current price list. They were packing the following two products.

- | | |
|--|----------------|
| (1) Sardines (Pilchard) in tomato
sauce 1 lb, oval 24
cans/box | US\$ 11.45/box |
| (2) Sardines (Pilchard) in hot
tomato sauce, 1 lb. oval, 24
cans/box | US\$ 12.00/box |

They also had 18 other products that they can pack.

The Miami Office prepared a mailing offering the product and sent it to the 50 largest institutional food buyers in the U.S. This list was also duplicated and sent to FEDEXPOR.

bb. Shrimp

Although shrimp is not a "non-traditional" export, there was some project activity associated with this shellfish. FEDEXPOR, as an institution promoting Ecuador and its exports, appears in various databases. Companies searching for new shrimp contacts run across FEDEXPOR and call the office in Miami. To date there have been various offers placed by companies interested in purchasing shrimp. These offers were transmitted to FEDEXPOR, but as yet no direct business has resulted.

cc. Snap peas

A customer contact that markets snow peas, snap peas and baby vegetables from Ecuador suggested calling General Foods and offering product from Ecuador. Within the last several years General Foods has entered into joint ventures in foreign countries for the production of snap peas. Devres staff contacted Mr. Walt Neuburg, a consultant with General Foods in charge of sourcing alternative

production in Latin America. Mr. Neuburg explained that snap peas are similar to snow peas, but are rounder and have an edible pod. They come in both stringed and stringless varieties. General Foods helped develop the seed, and they have an exclusive on distributing the frozen product through the end of 1987. The peas were originally to have been harvested mechanically, but the machinery has not worked properly, and mechanical production has been disappointing.

Working with AID, General Foods had a deal in Guatemala that in 1986 produced one million pounds of peas. The producer in Guatemala is INEXA. Their delivered cost Miami for hand-picked peas was very competitive with the price for machine-picked peas in California. He was disturbed, however, by an offer from Birds-Eye England to deliver frozen snap peas to the US at \$.50/lb., when the cost is \$.70 from Guatemala. He had not yet seen the product so he could not yet make a full determination.

Neuberg was at the time working with George Truitt on an AID project in Peru for Frozen green beans that has not gone well. They have, however, shipped 3,000 lbs. of snap pea seed to northern Peru--the Trujillo area. He would be willing to cooperate with Ecuador in providing information and technical assistance.

Per instructions from FEDEXPOR, Miami staff sourced and booked 200 pounds of sugar snap pea seed from Gallatin Seed Co. This seed would have been planted for export during the 1987-1988 winter window. Due to the difficulties in obtaining permits and foreign exchange, the seed was never purchased.

Devres staff in Miami has continued to foster and promote the relationship between General Foods and FEDEXPOR.

dd. Snow peas

The establishment of snow peas as a consistent, viable export commodity has been a marked success for the project. Shipments were initiated in November 1986 to New York. After polling many potential clients, it was decided to market the peas through Prevor Marketing International in New York. Arrangements were made with Agra-Services, a combination Customs Broker and Freight Agent. Agra-Services also provided fumigation for the peas, which was required by APHIS.

Ecuadorian snow peas, although shipped in small volumes, were able to establish themselves in the marketplace at competitive prices. There were however, serious constraints. Among them were:

- o Irregular and inconsistent flight schedules. This lack of adequate transportation caused late arrivals, overtime charges and in several instances complete product loss. Ecuatoriana's flight schedule does not coincide with the best market days, so shipments were of

necessity limited to Sunday and Wednesday flights. Any delays caused the product to be delivered over a weekend or after normal business hours.

- o Quality control. The first shipments of peas were not of uniform quality, with a range of sizes and maturity presented in each box. With time, however, this did improve. Current shipments are now well within standards.
- o Condition. Due to a lack of adequate refrigeration in Ecuador, the peas do not have the shelf life that peas from other countries do. The current facility available at the airport in Quito is too small, though it appears that it will be expanded in the near future.
- o Fumigation. APHIS regulations require that the snow peas from Ecuador be fumigated with methyl bromide and only be imported through North Atlantic ports. This restriction severely limits the shelf life of the product and the marketing area. Attempts to modify this regulation have not yet proved successful. APHIS would require a lengthy study to be performed in Ecuador. The small size of the project at this time would not justify the cost.
- o Market. In spite of statistical averages that indicated a historically strong market in the "winter window", the early market proved to be unusually low. In March and April 1987, however, prices improved, and it appears that there will be a strong market for several months. Ecuadorian growers were concerned about prices, since at the early market levels they were not able to cover costs.

Further technical assistance to the growers was provided by the project staff, including an additional visit to Ecuador by Mr. Luis Valenzuela, an extension agent and snow pea expert from California.

Snow peas made a strong showing at the UFF&VA Convention. Several cartons of fresh snow peas were displayed each afternoon. Comments from the visitors to the booth were very favorable with respect to the condition and appearance of the peas. Orders for product were received far in excess of volumes immediately available. This demand prompted the participants to plan an increase in production for the 1987-1988 winter window.

Ecuador's snow pea growers increased their volume during the last season. Due to APHIS constraints they did not market much product in the United States, but made substantial advances selling in Canada and Europe. One firm, CLASA, marketed quite a few snow peas in England.

The future for snow peas in Ecuador looks very promising. There are still some refinements to be made in cultural practices which only come about with time. Of concern also is the rising volume of this product from Guatemala. It is a new product that has been introduced through the auspices of the project. Plans call for a further diversification of marketing to include other countries in Europe and increased volume to reduce handling costs.

ee. Strawberries

The current state of the strawberry industry in the Sierra of Ecuador is improving. Producers such as AGROMOD and FRUAGRO, admit to having problems in production, capitalization and cash flow. They still feel that with time their companies will succeed, but that real progress is being hampered. They hope to achieve better results using some of the newer varieties. They would also like to diversify the operations of their businesses into other areas such as blackberries, raspberries and vegetables.

In January, after meetings with exporters, Devres staff suggested that with a transfer of new technology and an infusion of fresh capital, successful enterprises could be mounted that would have real financial worth and a strong developmental impact. Devres staff asked that AGROMOD and FRUAGRO prepare independent studies indicating the following:

- o Current production levels
- o Corresponding sales
- o Plans for experimental plots to include transfer of technology
- o New capital requirements
- o Cash flows indicating rates of return at anticipated future production levels

Strawberries from FRUAGRO were exhibited at the UFF&VA Convention. The berries were medium-size, first year Tufts variety. They arrived in fairly good condition, in spite of mishandling by the airlines and a 24 hour delay in arriving at the convention site. There was quite a bit of interest expressed by visitors to the booth.

The development of strawberries for export from Ecuador is moving forward on various fronts. Exporters such as FRUAGRO and AGROMOD are increasing plantings for the next season. Another interested company CLASA Agro, is planning a pilot project to assess the most appropriate varieties and technology suitable to the Ecuadorian Sierra. On the investment and marketing side, the Miami Office staff has contacted numerous buyers and potential investors interested in Ecuador.

ANNEX 1

UFF&VA Report--(Orlando, Florida Feb. 1987)

ANNEX 1

UFF&VA Report--(Orlando, Florida, Feb. 1987)

Report on
United Fresh Fruit and Vegetable Association's
Annual Convention and Exhibition
"FUTURE ENCOUNTERS OF THE FRESH KIND"
February 14-17, 1987
Orlando, Florida

BACKGROUND

This was the second United Fresh Fruit and Vegetable Association Convention and Exhibition attended by a delegation from FEDEXPOR. A group of 19 Ecuadorians participated in the 1986 convention, which was held in New Orleans, Louisiana. This 1987 convention was attended by 8 FEDEXPOR representatives, some of whom also brought along wives and family. A better exhibition display, improved coordination of products, and more effective scheduling of delegates' participation produced very favorable results. In general, the overall presentation of FEDEXPOR in this Trade Fair was a credit to Ecuador and to the management and organization of the FEDEXPOR staff.

SUCSESSES

There were many successes attributable to participation in the conference:

1. The convention provided FEDEXPOR with an opportunity to demonstrate the developing exportation of non-traditional agricultural commodities to the sector which will represent their largest market - the fresh fruit and vegetable industry of the United States.
2. FEDEXPOR commissioned the construction of an exhibition stand and display. Shipping, receiving and assembly were coordinated and performed with Devres' assistance. Constructed of native Ecuadorian hardwood, the stand was impressive and attractive, bringing compliments from the Convention Staff and the many visitors to the booth.
3. This activity further strengthened the institutional development of FEDEXPOR. Although Devres provided impetus and information, the FEDEXPOR staff developed their own plan of activities, selected the participants and the commodities which were to be exhibited. FEDEXPOR staff also designed, wrote copy and produced attractive brochures promoting

Ecuador and its agricultural products. Participation at this Trade Fair is just the latest success that demonstrates a growing maturity in FEDEXPOR as an institution.

4. The Ecuadorian participants received a tremendous boost in the form of many requests for the products they exhibited. They agreed as a whole that Ecuador now needs to produce more agricultural commodities for export. This enthusiasm will serve to motivate many others in Ecuador.
5. More than 50 valid trade contacts were established through meetings conducted at the exhibit booth. Follow up activities are being conducted, both by FEDEXPOR in Ecuador and the Devres/FEDEXPOR office in Miami. Attached is a list of some of those contacts.

PROBLEMS/CONSTRAINTS

Although the convention and exhibit were very successful, there were still some problems associated with the activity. Suffice it to say, however, that the problems experienced were fewer and of a less serious nature than the previous effort.

1. Little advanced planning or preparation was done for the show. A definite decision to participate was not arrived at until very late. Once the decision was made, however, progress was made at a rapid pace.
2. The Ecuadorian participants received little briefing or preparation before the convention.
3. Brochures and written information were not printed in time, so only part of the excellent printed material was available.
4. Problems were encountered with the shipment of both the booth and perishables from Ecuador. These problems were mostly the fault of the carrier. However, if the materials had been shipped earlier, the shipping problems would have been resolved in time. Specifically, some of the photographic blow-ups for the booth were not delivered, along with small quantities of canned goods.

ATTENDEES

FEDEXPOR

Fernando Correa
Sandra Martinez
Arturo Jacome
Gunter Chanange
Jacob Steiner
Francisco Saenz

Ivan Restreppo
Gabriel Espinosa
Gaston Burgaentzle (CLASAGRO, Quito - paid by his company)

DEVRES

Dennis Wood
E. A. Villasenor, III
Timothy Yeane

AID

Giovanni de Choudens

PRODUCTS EXHIBITED

Green asparagus
White asparagus
Strawberries
Snow peas
Fresh cut flowers
Quinoa
Honeydew melons
Pineapple
Processed fruits

Special mention should be made for the efforts of Monica Correa and Norgian Villasenor, who assisted tirelessly in the assembly and daily decoration of the display.

CONCLUSIONS

Successful Trade Fair participation is proving to be a useful tool in both institutional and product development. Such activities reinforce the organizing institution as a focus and forum for development activities. In the case of the 1987 United Fresh Fruit and Vegetable Association Convention, measurable positive results have been obtained. Participants have seen that they can produce and compete in the international marketplace on a par with more developed countries. The Orlando Trade Fair clearly demonstrates the value of these events. FEDEXPOR should continue to participate in these types of fairs, both for deriving promotional value and establishing trade contacts.

E. A. Villasenor, III

Project Director
Devres, Inc.
1202 N.W. 72 Avenue
Miami, Florida 33126

ANNEX 2

Ecuador Trip Report--January 1987

1/1

ANNEX 2

Ecuador Trip Report--January 1987

ECUADOR TRIP
January 1987

1. Meeting with Fernando discussing activities in general. Later meeting with Judy Bustamante and Arq. Galarza reviewing art work and text for brochure to be used at convention in Orlando. Discussion of pending issues between Devres, AID and Fedexpor.
2. Meeting with Giovanni de Choudens at AID Mission. Discussed problems within AID that are affecting the project. He states that morale at mission low. There is a new Financial Director. Fedexpor's financial problems in large part stem from the changes going on within the mission. Funds will be available to continue the project. Giovanni agreed to modification of deliverables. Suggested that modification be included in Semi-Annual report and not under separate cover. Discussed UFF&VA convention in Houston. Reviewed budget and proposed budget ammendment.
3. Meeting with Fernando Correa at FEDEXPOR offices. Discussed current situation with Fedexpor, activities of Agrotech (a company in which he has a part interest).
4. Met with Ing. Solano regarding the deal with Kosglow and the possible exportation of potatoes from Ecuador to the Caribbean. It is becoming obvious that the shipping constraints are going to be too difficult to overcome.
5. Meeting with Giovanni de Choudens and Fernando Correa ref. the UFF&VA Convention. Outlined activities and responsibilities of FEDEXPOR, AID and Devres.
6. Discussed pending invoices with FEDEXPOT. EAV will take back check.
7. Discussed payment of Miami expenses by FEDEXPOR. EAV will take back letter to Devres.
8. Met with Cristian Wohlerman ref. Mora (blackberries), other fruits. He is interested in taking an active role within FEDEXPOR. Encouraged him to join the "Federacion".
9. Met with Mr. Wada of Mitsubishi Trading ref. the potential exportation of pineapple and ginger. Mr. Wada is growing Hawaiian varieties near Quevedo.

10. Met with Ernesto Molestina ref. Chocolate. This company is
11. Set up Weds mtng. with Cristobal Orrantia ref shrimp.
12. Set up Tues. meeting with flower growers to propose joint marketing venture.
13. Meeting with Huitig. Potential TA contract.
14. Set up meeting with DINA for Tues.

ANNEX 3

Sample Information Requests From FEDEXPOR

ANNEX 3

Sample Information Requests From FEDEXPOR

I. TYPICAL INFORMATION REQUESTS HAVE BEEN:

1. Canned mushroom study--markets, prices, etc.
2. Quote prices and source raspberry plants
3. Quote prices and source blackberry plants
4. Quote prices and source asparagus seed/plants
5. Research principal species of tropical fish for export
6. Quote prices and source haricot seed
7. Obtain chemical peeling agent
8. Check on admissability of "naranjilla"
9. Check on admissability of irradiated babaco
10. Check on admissability of irradiated tomate de arbol
11. Advise on importation of grapes
12. Advise on admissability and market of cactus pears
13. Obtain publications on thermal canning processes
14. Obtain information ref. importation of lilies
15. Obtain latest standards and regulations for melons, okra, asparagus, ginger, snow peas, pineapple, croccoli, avocado, pigeon peas, strawberries, blackberries, raspberries and artichokes
16. Obtain information from Federal Register ref. irradiation
17. Quote cost of a study for dehydrated fruits
18. Quote price and source radicchio seed
19. Quote price and source sugar snap seed

20. Quote price and source artichoke plants
21. Quote price and source a "walk in cooler"
22. Obtain information on market, regulations, etc., for dehydrated vegetables
23. Investigate a potential broker for Ecuadorian flowers
24. Obtain literature for growing berries
25. Obtain literature for storing fruits and vegetables
26. Investigate market potential in US for avocado oil

II. QUINOA LETTER

September 15, 1987

Ms. Sarah Holcomb
National Grain Products Co., Inc.
P.O. Box 1469
Minnetonka, Minnesota 55345

Dear Ms. Holcomb:

As agents for a production group in Ecuador, we are pleased to offer QUINOA, a small golden seed which contains exceptional nutritional properties. Quinoa was part of the basic diet of the Inca culture that flourished in ancient times. It is still cultivated today in the Andes and is a staple of the Andean diet, particularly in Ecuador.

The following are detailed specifications for our product.

Quinoa - Ecuadorian

(Chenopodium quinoa willd)

Description: Food grade product, cleaned and dried
Appearance: Natural, uniform off white
Odor: Mild-free of any musty or other off odor
Flavor: Characteristic of quinoa, free of astringent taste due to excessive saponin content.

Analysis:	Chemical Composition	Range of Values
	Moisture(Percent)	10-13
	Protein (Percent)	12-18
	Ash (Percent)	1-3.5
	Fat (Percent)	2-8
	Fiber (Percent)	1.5-7

Physical	Test weight (lb/cu-ft)	44-47
	Particle size (per gram)	250-500

Foreign and damaged material:			
	Damaged Quinoa (weathered)	0.2%	Max.
	Damaged Quinoa (insects)	0.2%	Max.
	Off Color	0.2%	Max.

Other Plant Material	0.05% Max.
Fecal Material	0.001% Max.
Mineral Material	0.001% Max.
Toxic Plant Material	0.01% Max.

Chemical contaminants:

Naturally occurring mycotoxins and all other synthesized chemicals, such as chlorinated hydrocarbons, organophosphates and carbonates - non-detectable at a detection limit of 1.0 parts per billion.

Price:

U.S. \$2.00 per kilo in 25 or 50 kilo bags
U.S. \$1.00 per pound in one pound bags, 24 bags per master container
Above quoted FOB Manta or Guayaquil, Ecuador

Availability, 52 metric tons per month commencing September, 1987.

Included with this letter please find several brochures further detailing the attractive and unusual properties of quinoa and several samples of the grain in its seed and flour form.

We hope that you will sample the quinoa and be able to incorporate it into your product line. We believe that the many special properties of quinoa will make it a "best seller" with nutritionally minded consumers.

Kindly express your interest to our Miami Office via telex or telephone (305) 591-4150.

Sincerely,

E. A. Villasenor, III
Devres/FEDEXPOR, Miami

cc: file
FDXPR

ANNEX 4

Seminar and Grower/Shipper Consultations
Quinto, Ecuador; July 18-26 1987



Devres, Inc.

2426 Ontario Road, NW
Washington, DC 20009 USA
(202) 797-9610
Cable: DEVRES
Telex: 440184 DEVR UI

TECNICAS DE POSTCOSECHA Y MANIPULEO DE PRODUCTOS PERECIBLES PARA LA EXPORTACION
Seminar and Grower/Shipper Consultations, Quito, Ecuador; July 18-26, 1987

Report by: Dr. L. George Wilson

Materials and Supplies prepared, purchased and borrowed for this assignment included the following:

1. Over 3000 35mm slides on postharvest handling (L. G. Wilson)
2. Cassette-narrated slide set on container temperature management
(Univ. of California- Davis)
3. Four VHS video cassettes on:
 - a. Refrigerated trailer temperature management (Refrigerated Transportation Foundation)
 - b. Marine container operations - 2 (American President Lines)
 - c. Fresh Tip television fruit and vegetable promotions (United Fresh Fruit and Vegetable Assoc.)
4. Reference books (12) on postharvest technology (L. G. Wilson)
5. Reference literature and files on postharvest technology (L. G. Wilson)
6. Portable forced air precooling demonstration apparatus (L. G. Wilson)
7. Electronic digital pulp thermometer (L. G. Wilson)
8. Relative humidity measurement equipment:
 - a. Sling psychrometer (L. G. Wilson)
 - b. Bendix portable, battery operated hygrometer (L. G. Wilson)
 - c. Comark portable, electronic humidity kit (L. G. Wilson)

Materials and Supplies taken to distribute to seminar participants included:

1. Handbook on Shipping Perishable Commodities (American President Lines)
2. Linertrain System - containers (American President Lines)
3. Deveres information and promotional literature
4. Refrigerated truck preloading checklist
5. Stainless steel dial pulp thermometers (17 sold to seminar participants and FEDEXPOR at my cost; \$10.50 each)

Visits/Consultations

Mr. William Bolton and I spent Saturday through Tuesday finalizing lecture presentation preparations and materials and visiting fruit, vegetable and flower operations near Quito. Slide photographs of local operations and facilities were taken and processed in Quito to enhance our seminar presentations. Several seminar participants invited us to visit their operations after the seminar on Saturday.

Observations and discussions included:

1. Production, handling and/or packaging of such crops as; snow peas, French beans, asparagus, strawberries, uvilla, tamarillo, babaco, chrysthanthemums, roses and quinoua.
2. Soil preparation and management, irrigation, fertilization, spacing and pest management, etc. in relation to quality crop production.
3. Precooling and storage facilities and structures, including measurements of relative humidity and temperatures (air and produce).

Seminar presentation purposes and objectives included the following;

1. To gain understanding of realities of world marketplaces and competition.
2. To gain understanding of specific fruit, vegetable and flower postharvest handling requirements.
3. To comprehend realities and interactions of agronomic and marketing factors.

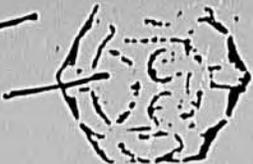
The course participants included 45 producers and/or exporters plus 5 public sector professionals. Sessions were limited to 1½ hours each, including discussions, which were spontaneous, frequent and complimentary to the information being presented. The enthusiasm of the participants and FEDEXPOR personnel confirmed their interest and eagerness to improve the quality maintenance of their products and their competetiveness in world markets. Discussions with individuals and small groups dominated recesses and mealtimes, etc. While Mr. Bolton and I are confident that we provided substantial professional assistance we also a great deal from everyone involved in our seminar and visits.

The final Friday sessions included small group project designs, discussions, presentations and evaluations. Simultaneously, I involved the participants in a demonstration of the benefits of forced air precooling of four popular

local vegetables, utilizing the walk-in cooler of the excellent food service facilities of the Vista Real conference center.

Recommendations for future actions and programs include;

1. Helping producers to systematically analyze production opportunities and operations in view of world markets and their relative competitiveness in same.
2. Helping producers with specific crop production details - from seed to supermarket - with the primary goal of consistently producing exportable quality -- for a profit. For instance, FEDEXPOR administrators have requested assistance with raspberry and blackberry crop establishment and production recommendations. I have discussed this with Dr. E. Barclay Poling, a Horticultural Science colleague at N.C. State University, who will respond soon concerning his availability.
3. Seminar/field consultations similar to this one are highly recommendable. I look forward to being a part of the postharvest technology seminar scheduled for September 18 - 27, 1987 in Guayaquil, Ecuador.
4. Alternative exportable horticultural crops should be promoted for production in Ecuador only after appropriate markets around the world have been identified.
5. Devres/FEDEXPOR should consider sponsoring participation of some of their staff members and or producers/shippers at events such as;
 - a. Tropical Horticultural Crops Development for Export Marketing - Colloquium, Orlando, Florida. November 9, 1987 (information attached)
 - b. Shortcourse in Postharvest Technology, University of California - Davis, June 20-July 1, 1988.



PROGRAMA

MIÉRCOLES 22 JULIO 87-8:50 am

REGISTRO
CEREMONIA DE APERTURA

- INTRODUCCION
- Propósitos y objetivos.
- ING. FERNANDO COFEEA
- DR. WILLIAM BOLTON
- DR. GEORGE WILSON

RECESO

ANALISIS DE OPERACIONES

- DR. ~~GEORGE WILSON~~
WILLIAM BOLTON

ALMUERZO

- FRUTAS Y VEGETALES
- Fisiología.
- Madurez
- Calidad
- DR. GEORGE WILSON

RECESO

- FACTORES DE PRODUCCION Y POST-COSECHA
- DR. WILLIAM BOLTON

JUEVES 23 JULIO 87-8:50 am

- CAUSAS DE PERDIDAS Y FORMA DE PREVENIR LAS MISMAS.
- Fisiológicas
- Enfermedades
- Etileno
- Mantenimiento

RECESO

- EXPORTACIONES Y GRADOS DE CLASIFICACIONES
- Requerimientos, reglamentaciones y aduana.
- DR. WILLIAM BOLTON

ALMUERZO

- MANEJO Y EMPAQUE
- DR. GEORGE WILSON.



-2-

RECESO

- EMBARQUE Y TRANSPORTACION
- DR. WILLIAM BOLTON Y DR. GEORGE WILSON

*Kasmire set +
RTF video*

VIERNES 24 DE JULIO 87-8:30 am

- TEMPERATURA
- Manejo en campo.
- Reducción de calor.
- Refrigeración.
- DR. GEORGE WILSON

RECESO

- COMERCIALIZACION
- Contratos.
- DR. WILLIAM BOLTON

ALMUERZO-

- TOPICO A SER DETERMINADO

RECESO

- DISCUSIONES DE GRUPO
- ING. FERNANDO CORREA
- DR. WILLIAM BOLTON
- DR. GEORGE WILSON

CLAUSURA Y ENTREGA DE DIPLOMAS

+++++

TROPICAL HORTICULTURAL CROPS DEVELOPMENT FOR EXPORT MARKETING

ASHS COLLOQUIUM
Orlando, Florida

MONDAY, NOVEMBER 9, 1987
1:15-5:00 p.m.

Function	Name and Affiliation	Topic	Time
Moderator:	Dr. L. George Wilson, Professor & Extension Specialist, North Carolina State University	INTRODUCTION & OBJECTIVES	(15 min)
		To elucidate opportunities and realities of production and marketing of tropical horticultural crops for a profit. To gain an understanding of constraints and challenges of maintaining quality of these perishables. To provide a forum for discussing the outlook and potential for exports as influenced by national and international policies.	
First Speaker:	Dr. Dyanand Raj Kumar, Professor, Univ. of Trinidad & Tobago, W.I.	HORTICULTURAL CROP PRODUCTION CAPABILITIES AND OPPORTUNITIES IN THE TROPICS.	(30 min.)
Second Speaker:	Dr. Carl W. Campbell, Professor, IFAS, Univ. of Florida, Home- stead.	TECHNIQUES FOR PRODUCING EXPORT QUALITY TROPICAL HORTICULTURAL CROPS.	(30 min)
Third Speaker:	L. Antonio Lizana, Dean, Univ. of Chile, Santiago, Chile.	POSTHARVEST QUALITY MAINTENANCE OF HORTICULTURAL CROPS GROWN IN THE TROPICS.	(30 min.)
Fourth Speaker:	Mr. James R. Rinella, President, Sun World International, Inc. Coachella, Calif.	TRANSPORTATION AND MARKETING OF HORTICULTURAL CROPS FROM THE TROPICS.	(30 min.)
Fifth Speaker:	Mr. Marcus DeFreitas, Minister of Agric., St. Vincent, W.I.	REALITIES OF NATIONAL AND INTERNATIONAL TRADE REGULATIONS AND POLICIES.	(30 min.)
Sixth Speaker:	Dr. Howard L. Steele, Office of International Cooperation and Development, U.S. Agency for International Development, Washington, D.C.	ROLE OF FOREIGN ASSISTANCE PROGRAMS IN THE DEVELOPMENT OF EXPORTABLE HORTICULTURAL CROPS.	(30 min.)
Endorsements of ASHS chairpersons of sponsoring groups:	<u>Carl W. Campbell</u> , Interamerican Society for Tropical Horticulture (formerly ASHS-TR); <u>Tom V. Williams</u> , Tropical Horticultural Products Research & Development Opportunities WG; <u>Max E. Patterson</u> , Post-harvest WG; <u>Edwin B. Over</u> , International Horticultural Consultants WG; <u>L. George Wilson</u> , Ad Hoc Committee on Tropical Horticulture.		

TROPICAL HORTICULTURAL CROPS DEVELOPMENT FOR EXPORT MARKETING
ASHS/ISTH Colloquium, Hyatt Orlando Hotel, Orlando, Florida
Monday, November 9, 1987, 1:15-5:00 p.m.

TROPICAL HORTICULTURAL CROP DEVELOPMENT FOR EXPORT MARKETING
L. George Wilson*, Professor and Extension Vegetable Specialist, Department of Horticultural Science, North Carolina State University, Raleigh, NC 27695-7609

There are continuing trends both for increased consumption of fresh fruits and vegetables and for this consumption to be year round rather than seasonal. Horticultural crop production, transportation, marketing and consumption patterns are increasingly impacted by global considerations. Interactions between horticultural entrepreneurs and professional horticulturists continue to expand. For the first time in nearly two decades ASHS and its tropical region affiliate, the Interamerican Society for Tropical Horticulture, are conducting a joint annual meeting. This colloquium will provide an opportunity for horticulturists and others to further their knowledge of such important topics as tropical production capabilities and opportunities, techniques for producing and maintaining postharvest quality, transportation and marketing strategies, trade regulations and policies and foreign assistance programs.

HORTICULTURAL CROP PRODUCTION CAPABILITIES AND OPPORTUNITIES IN THE TROPICS

Dyanand Raj Kumar*, Professor, Crop Science Department, The University of the West Indies, St. Augustine, Republic of Trinidad and Tobago, W.I.

Interest in the export marketing of tropical horticultural crops continues to increase. There is also considerable interest in producing temperate zone seasonal crops in the tropics during "off-season". Capabilities and constraints of producing various tropical and temperate crops in the tropics will be discussed. Relative competitive advantages will be addressed in terms of quality and yields plus where markets are and how to access them. Specialization is becoming more important in order for a country or region to become recognized as a prime source for a given horticultural crop. Availability of specific products at acceptable quality levels and in marketable quantities will determine their competitiveness in the export marketplaces of the world. Production capabilities need to be matched with market needs. Appropriate commitments between producers and buyers need to be developed and honored.

TECHNIQUES FOR PRODUCING EXPORT QUALITY TROPICAL HORTICULTURAL CROPS

Carl W. Campbell*, University of Florida, Tropical and Research and Education Center, Homestead, FL 33031

Tropical horticultural crops must have high quality and uniformity if they are to be exported successfully to developed countries. This can be difficult to accomplish in places where farmers are accustomed to producing crops with low economic inputs, for sale in local markets. For improvement to be effective it must involve all aspects of the production system. The crops chosen must be well adapted to climatic and soil conditions. Superior cultivars should be introduced or selected locally. Effective methods need to be developed for propagation and dissemination of planting material. Sufficient water and fertilizer must be provided to sustain profitable production. Control of pests and diseases is especially important because they decrease production, cause external blemishes, damage the crops internally, and cause quarantine problems in international trade. Other constraints to success include lack of technical information from research, inadequate extension systems, and political and logistical problems in marketing the crops.

POSTHARVEST QUALITY MAINTENANCE OF HORTICULTURAL CROPS GROWN IN THE TROPICS

C. Antonio Lizana*, Dean, Facultad de Ciencias Agrarias y Forestales, Universidad de Chile, Casilla 1004, Santiago, Chile

Quality horticultural crops can be grown under a broad range of conditions with proper management. Quality is usually at its peak at harvest. The challenge is to maintain this quality from the field, through handling, packaging, transportation, distribution and marketing. The quality maintenance challenge is heightened for horticultural crops destined for long distance transport which characterizes much of export marketing. Research on temperate and tropical crop postharvest physiology and handling will be discussed. Providing year round supplies of a variety of horticultural crops requires careful attention to the specific postharvest needs of each crop. Recommendations for proper handling, packaging and transportation over long distances will be discussed.

TRANSPORTATION AND MARKETING OF HORTICULTURAL CROPS FROM THE TROPICS.

James R. Rinella*, President, Sun World International, Inc., P.O. Box 1028, Coachella, California 92236-1028

Transportation is the most often ignored link in the entire production and marketing program. Without adequate, cost efficient, and readily accessible transportation programs in place, any offshore production center will have difficulty in penetrating and serving its market in a consistent, top quality, and timely manner. Transportation and marketing strategies for perishable horticultural commodities will be discussed.

REALITIES OF NATIONAL AND INTERNATIONAL TRADE REGULATIONS AND POLICIES

Marcus DeFreitas*, Minister of Agriculture of St. Vincent, East Caribbean Agencies, Ltd., P.O. Box 324, St. Vincent, W.I.

The ability to produce and export high quality horticultural crops for a profit is often determined by how effectively trade regulations and policies are dealt with. Realities will be discussed including compliance with plant pest quarantines and pesticide use restrictions. Responsible producers/exporters generally agree with regulations of the importing country(ies) and attempt to comply. St. Vincent and other countries are conscientiously working toward pest-free status in cooperation with USDA, APHIS, USAID, etc. Eradication programs are being initiated when potentially dangerous pests are discovered. Real and perceived marketing barriers will be discussed, such as actions by special interest groups in certain areas of importing countries. The effectiveness of Caribbean Basin Initiatives (CBI), designed to help smaller countries compete in international markets, will be reviewed.

ROLE OF FOREIGN ASSISTANCE PROGRAMS IN THE DEVELOPMENT OF EXPORTABLE HORTICULTURAL CROPS

Howard L. Steele*, Agricultural Economist, Office of International Cooperation and Development (OICD), U.S. Agency for International Development (USAID), State Department, Washington, DC 20523

Developmental assistance programs of industrialized nations play important roles in less developed countries. The United States Agency for International Development (USAID), Canadian International Development Agency (CIDA), World Bank, and International Development Bank are among the principal funding agencies involved in exportable horticultural crops projects. Policies affecting bilateral foreign assistance programs of the United States with less developed countries in the Latin American and Caribbean regions will be discussed. Present USAID program initiatives, country missions and specific project examples from the region will be outlined. Problems experienced and USAID types of responses will include; pests and their control, import quarantine and chemical residue concerns, quality, grading, standardizing and quality control concerns, export controls or barriers to efficient marketing, currency control and expatriation of profits/capital and competition with U.S. producers.

WILLIAM E. BOLTON
COMMENTS REGARDING QUITO SEMINAR
JULY 18 THROUGH 26, 1987

Prior to departure preparation could be improved--example: USAID contact person was never seen although invited to office, seminar site several times--reason, he is leaving Quito. Other AID representative, Giovanni de Choudens, was most helpful. Information such as currency equivalent (received a few days prior to departure) was off by some 75% plus. One additional day in Ecuador for field/plant/office visits and arrangements prior to seminar, is felt to be indicated. In other words, a total of at least 3 days, working, (week) days seems required prior to seminar.

Of materials used, slides, still pictures, audio/video, written and printed material, pulp thermometers, cooling fan with curtain, legal/statistical translations plus volumes of printed technical matter were all supplied by Wilson and Bolton. Large amounts of the above were left with participants and FEDEXPOR.

FEDEXPOR's cooperation with us was noteworthy. Their arrangements for seminar site (exceptional!) meals, materials and general assistance throughout the 9 days was most professional.

Some 45 paid participants plus five or more from FEDEXPOR were an unusual elite group interested in the entire course. Make-up of

participating group was approximately 90% private sector and 10% public sector. Questions by them during Q/A sessions and workshops were indicative of their high degree of interest (as well as their general IQ).

Program was revised several times so as to fit the variety of groups represented. Dr. Wilson is sending a copy of the final program and principal subject matter. Three full days (8:30am to 5:30pm--sometimes later) were used. July 22-23-24 for actual seminar.

Some of the high points of and during the course were the following:

- o A demonstration with exhaust fan and drape curtain (experimental small model size) executed by Dr. Wilson to demonstrate heat reduction--time, degrees produced (snow peas) reduced and compared against a check group of boxes. Everyone was truly impressed.
- o Workshop session--last day when six tables of some seven participants each designed their own non-traditional export projects from planning period, small trial production, market analysis, in-field classing/packing, transport, etc.

Dropouts during the course were minimal--no more than 2-3 absent any one day of the total registered and paid group (some 50 plus).

Three days for the actual seminar period is considered to be adequate for subjects outlined in final schedule. However, as suggested above, pre-preparation time in country (Ecuador) should be at least (3) three full work (week) days. FEDEXPOR also asked for our comments and suggestions regarding a repeat program, they want us to put on at Guayaquil on or about September 18, 1987. FEDEXPOR requested that this be coordinated by Devres as soon as possible.

It was a real pleasure to work once again with all of the professionals involved, Dr. George Wilson, the FEDEXPOR team and the Devres Group.

William E. Bolton

July 27, 1987

ANNEX 5

Seminar and Grower/Shipper Consultations,
Guayaquil, Ecuador
September 27-October 4, 1987



Devres, Inc.

2426 Ontario Road, NW
Washington, DC 20009 USA
(202) 797-9610
Cable: DEVRES
Telex: 440184 DEVR UI

TECNICAS DE POSTCOSECHA Y MANIPULEO DE PRODUCTOS PERECIBLES
PARA LA EXPORTACION

Seminar and Producer/Shipper Consultations, Guayaquil, Ecuador

September 27 - October 4, 1987

Report by Dr. L. George Wilson

Materials and Supplies prepared, purchased and borrowed for this assignment included the following:

1. Over 4000 35mm slides on pre- and postharvest physiology and handling
 - a. All of these are from the slide libraries of L. G. Wilson
 - b. Specifically for this assignment I prepared an additional 168 slides in spanish, for a total of over 300.
 - c. The postharvest technology materials procured by Devres, Inc. may be useful to someone with limited knowledge and need in this area, but were not useful for our presentations.
2. Cassette-narrated slide set on "Maintaining Transit Temperatures in Truckloads of Perishables" (69 slides), Univ. of California - Davis. Sandra Martinez, FEDEXPOR - Quito, prepared an excellent spanish trans- of this program for our use in Guayaquil.
3. VHS video cassettes (transposed onto one Betamax video for this seminar - FEDEXPOR has copy)
 - a. "Profits in Circulation" - refrigerated trailer temperature management (Refrigerated Transportation Foundation)
 - b. "Corporate Image" - marine container operations worldwide (American President Lines)
 - c. "Linertrain" - marine container overland network (American President Lines)
 - d. "Fresh Tip" - in store, point-of-purchase fruit and vegetable pro- motions (United Fresh Fruit and Vegetable Association)
 - e. "Sweet Potato Savvy" - training for produce managers on specific handling requirements of sweet potatoes, a model of available training programs (prepared for the North Carolina Yam Commission by United

Fresh Fruit and Vegetable Assoc.)

4. Reference books on postharvest technology and related subjects (12)
(L. G. Wilson)
5. Reference literature and files on postharvest technology and related subjects (L. G. Wilson)
6. Portable forced air precooling demonstration apparatus (L. G. Wilson)
7. Comark electronic digital pulp thermometer (L. G. Wilson)
8. Relative humidity measuring equipment (L. G. Wilson)
 - a. Sling psychrometer
 - b. Bendix portable, battery operated hygrometer
 - c. Comark portable, electronic humidity kit
9. American Optical portable hand refractometer (L. G. Wilson)
10. Ryan and TSi in-transit temperature recording devices (L. G. Wilson)
11. Catalytic (Ethylene) Generator - fruit ripening equipment (L. G. Wilson)

Materials and Supplies taken to distribute to seminar participants included:

1. Devres, Inc. information and promotional literature
2. Supply Guide - charts of monthly availability of 70 fruits and vegetables (United Fresh Fruit and Vegetable Assoc.) (UFF&VA) *
3. The Sixth Annual INTERNATIONAL TRADE DIRECTORY of the Fresh Fruit and Vegetable Industry; printed as Fourth Quarter 1986, Vol.13, No.4 issue of Outlook, The Management Magazine of The Produce Industry (JFF&VA) *
4. Guide to Merchandising Sources - produce industry companies listed by major commodity of trade (UFF&VA) *
5. A Handbook on Shipping Perishable Commodities (American President Lines) *
6. Linertrain System - marine container handling (American President Lines)
7. AVI Publishers 1987 Catalog - books on postharvest handling and processing
8. Stainless steel dial pulp thermometers (21 sold to seminar participants at my cost from Murcott; \$10.50 each)

* sample copies enclosed

Visits/Consultations by Mr. William Bolton and I consumed most of our time on Monday, Tuesday and Wednesday, September 28 - 30. Our past affiliations with the banana industry provided key contacts in the Guayaquil area, which substantially supplemented those of FEDEXPOR. Observations and discussions included;

1. Cardamon production and processing - Quevedo
2. Maracuya (passion fruit) processing and handling - Quevedo
3. Production and marketing of tomatoes, watermelon, okra, etc., etc.
4. Production of soybeans, rice, tobacco, etc., etc.

5. Banana planting, production and irrigation (16-filter drip irrigation system installation reportedly is the largest in South America - Los Alamos
6. Banana production, harvesting, packaging and transport - La Julia
7. Fiberboard box design and manufacturing facilities - Industria Cartonera Ecuatoriana, S.A.
8. Puerto Nuevo prepping/shipping facilities for containers, roll on - roll off trailers and breakbulk exports.

Slide photographs of local operations and facilities were taken and processed in Guayaquil to enhance our seminar presentations. Evenings were spent in discussions with local experts and making final preparations of talks, visual aids and literature to be shared and distributed.

Seminar presentation purposes and objectives included the following;

1. To gain understanding of realities of world marketplaces and competition.
2. To gain understanding of specific fruit, vegetable and flower postharvest physiology and handling requirements.
3. To comprehend realities and interactions of agronomic and marketing factors.

Seminar participants represented a broad range of professions, including;

1. Producers, processors and exporters of; bananas, plantains, papayas, melons, pineapples, okra, maracuya (passion fruit), cassava (yuca), flowers, other highly perishable fruits and vegetables, cardamon, soybeans, corn, rice sorghum and several other non-traditional crops.
2. Public and private sector personnel, such as university educators, researchers, Ministry of Agriculture specialists, financial advisors, transportation specialists, plus agronomic, civil, chemical and mechanical engineers.

The seminar began with an inaugural address and welcome by Ing. Jose Tamariz, President of FEDEXPOR, and an exporter of balsa and other Ecuadorian products. The ten sessions were scheduled for 1½ hours each, including discussions, which were spontaneous, provocative, interesting and complimentary to the subject matter being presented. The enthusiasm of the participants and FEDEXPOR personnel was even more pronounced than observed in Quito in July. There was little doubt about their interest and eagerness to improve the quality maintenance of their products and enhance their competitiveness in world markets. Meaningful discussions with individuals and groups dominated recesses and meal

times, etc. Mr. Bolton and I were repeatedly assured that we were providing substantial professional technical assistance. At the same time, however, we learned a great deal from everyone involved in our seminar and visits.

The final Saturday sessions included small group project designs, discussions, presentations and evaluations. Simultaneously, I took each small group at scheduled intervals to a nearby walk-in cooler for demonstrations. The featured experiment was to demonstrate the benefits of forced air precooling on boxed bananas. As the enclosed graph illustrates, after one hour and 20 minutes, the forced air (aire manejado) bananas were about 18°F.(10°C.) cooler than those exposed only to room cooling (cuarto frio). Other equipment demonstrated included digital and dial pulp thermometers, sling psychrometer, battery operated hygrometer, electronic humidity kit, in-transit temperature recorders, hand retractometer and Ethylene Generator.

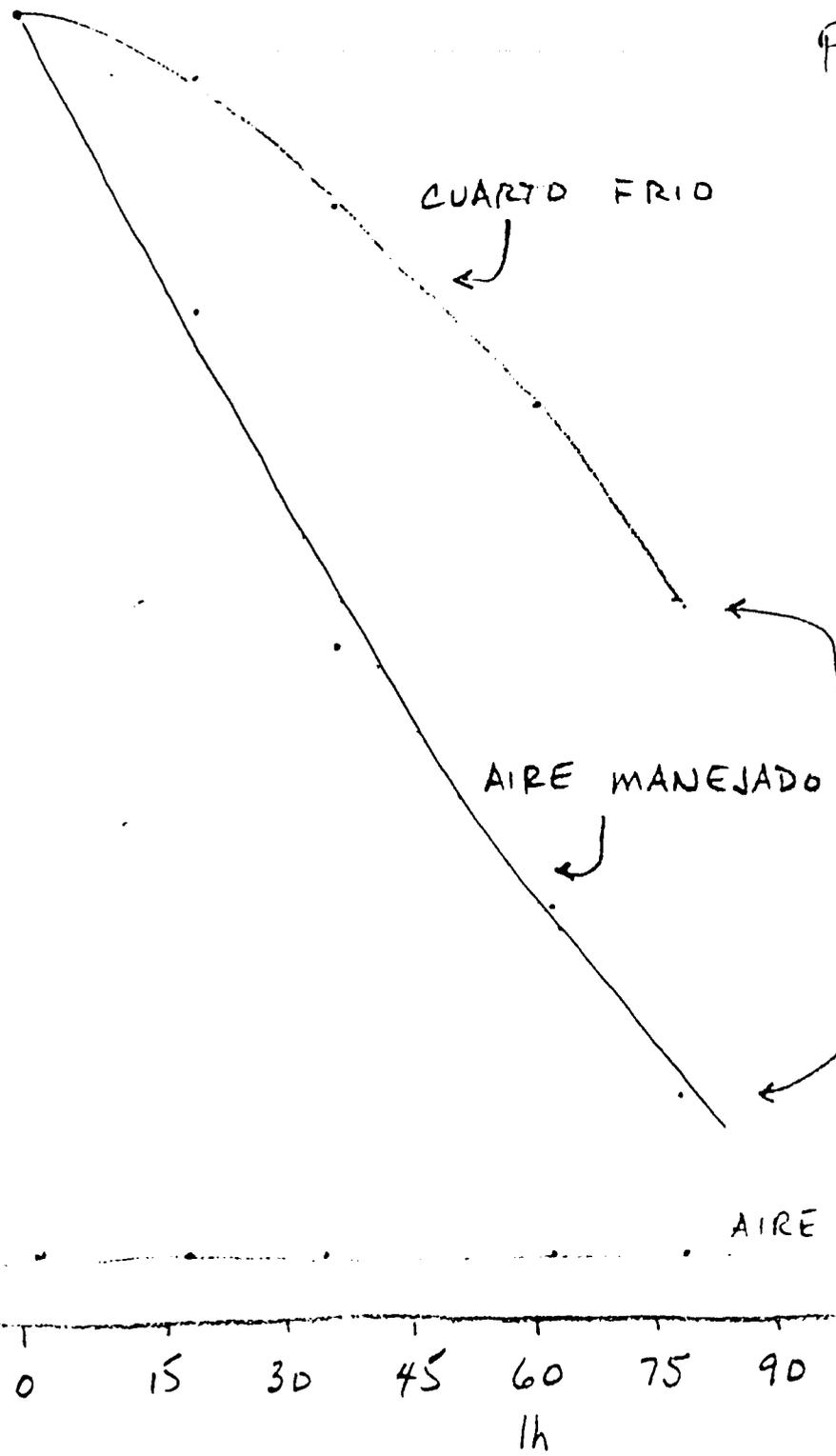
Participant evaluation of seminar presentations were made daily on forms I suggested to FEDEXPOR (copy enclosed). The results of these critiques should assist FEDEXPOR and Devres, Inc. in plans for future seminars/workshops. Mr. Bolton and I would both appreciate receiving summaries of all evaluations to assist us in preparing for future seminars/workshops/consultations.

Recommendations for future actions and programs include;

1. Continuing to help producers to systematically analyze production opportunities and operations in view of world markets and their relative competitiveness.
2. Helping producers with specific production details - from seed to supermarket - with the primary goal of consistently producing exportable quality -- for a profit.
3. Seminar/consultations similar to these sponsored by Devres, Inc. and FEDEXPOR in Quito and Guayaquil are highly recommendable, with perhaps greater emphasis on topics and needs identified by our seminar participants.
4. Devres/FEDEXPOR should send some of their staff members or producers/shippers to key programs, such as;
 - a. Tropical Horticultural Crops Development for Export Marketing - Colloquium, Orlando, Florida. November 9, 1987 (information attached)
 - b. Shortcourse in Postharvest Technology, Univ. California - Davis, June 20 - July 1, 1988.

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PREENFRIGIMIENTO
DE BANANOS EN
CAJAS

FEVERON
DEMOSTRACION

GUAYARUIL,
ECUADOR

3-8-87

AIRE MANEJADO

DIFERENCIA
 $\approx 18^{\circ}\text{F} = 10^{\circ}\text{C}$.
EN 1 hora 20 min.

AIRE EN CUARTOS

Tiempo →
(min)

1 hora 20 min.

EVALUACION DEL SEMINARIO-TALLER

DIA: _____

Por favor circule el número que indica su opinión. Gracias.

SESION NRO _____

	<u>MALO</u>		<u>REGULAR</u>				<u>BUENO</u>		<u>EXCELENTE</u>	
Tema apropiado	1	2	3	4	5	6	7	8	9	10
Contenido útil?	1	2	3	4	5	6	7	8	9	10
Presentación	1	2	3	4	5	6	7	8	9	10
Visuales	1	2	3	4	5	6	7	8	9	10

COMENTARIOS: _____

SESION NRO _____

	<u>MALO</u>		<u>REGULAR</u>				<u>BUENO</u>		<u>EXCELENTE</u>	
Tema apropiado	1	2	3	4	5	6	7	8	9	10
Contenido útil?	1	2	3	4	5	6	7	8	9	10
Presentación	1	2	3	4	5	6	7	8	9	10
Visuales	1	2	3	4	5	6	7	8	9	10

COMENTARIOS: _____

SESION NRO _____

	<u>MALO</u>		<u>REGULAR</u>				<u>BUENO</u>		<u>EXCELENTE</u>	
Tema apropiado	1	2	3	4	5	6	7	8	9	10
Contenido útil?	1	2	3	4	5	6	7	8	9	10
Presentación	1	2	3	4	5	6	7	8	9	10
Visuales	1	2	3	4	5	6	7	8	9	10

COMENTARIOS: _____

SESION NRO _____

	<u>MALO</u>		<u>REGULAR</u>				<u>BUENO</u>		<u>EXCELENTE</u>	
Tema apropiado	1	2	3	4	5	6	7	8	9	10
Contenido útil?	1	2	3	4	5	6	7	8	9	10
Presentación	1	2	3	4	5	6	7	8	9	10
Visuales	1	2	3	4	5	6	7	8	9	10

COMENTARIOS: _____

12

WILLIAM E. BOLTON
REPORT ON
"SEMINARIO SOBRE TECNICAS DE POST-COSECHA
Y MANIPULEO DE PRODUCTOS PERECIBLES PARA LA EXPORTACION"

The seminar team consisted of Dr. George Wilson and W.E. Bolton. Over five (5) days were required for material preparation (pre-trip) including time spent in Miami with Devres and FEDEXPOR representatives (Sept. 11 and 12). Four (4) days, prior to seminar, were utilized for field trips to interior points of Ecuador. A variety of crops were observed--bananas (drip irrigation systems), cardamon, soybeans, tobacco, melons, pineapples, papaya, and others plus several processing plants--passion fruit, puree of banana and banana chips plus a box factory.

The instructors, Wilson and Bolton, furnished all materials used throughout entire seminar, i.e. audio/video, slides (used over 1400 of some 3000 plus taken to Ecuador), testing equipment, (valued at \$3,500+) books, folders, manuals, packaging materials including nine (9) different designed/size boxes, both wood and carton, plus numerous publications relative to post-harvest transport, cooling, grading, packaging, storage and handling. Much of this material was left with seminar participants and/or FEDEXPOR.

Site selected by FEDEXPOR's Guayaquil manager, Sr. Lincoln Paredes, and the supporting facilities, (audio/visual aid control center), cold storage room for demonstrations, coffee/lunch facilities,

meals and others were more than just adequate as they were outstanding. A few minor communication problems, mainly between Quito and Guayaquil offices of FEDEXFOR, were overcome expeditiously.

Number of participants was consistent with 35 to 39 attending all sessions. Presentations of 90 minutes were broken with brief coffee rest. Subject matter followed that agreed upon at Miami meetings--see program attached. Daily programs ran from 8:30am to after 6:30pm. Diplomas were presented to all participants, at a nicely arranged brief closing session.

Secretarial assistance by FEDEXFOR was most helpful and translations of some technical materials were nothing less than professional. The timely conducting of sessions, breaks, meals, and other phases of the seminar were noted. This administrative assistance was most helpful in the professional outcome of the entire program.

Interest and participation were exceptional, noticeably higher in this seminar than in others presented by this instructorial team. Speakers and a most warm 'send-off' given by participants confirmed that presentations were observed and appreciated.

I present a few suggestions:

- o Devres/FEDEXFOR programs include an excessive number of subjects in too short a period. The subject matter covered

in this seminar should have been spread over at least five days rather than three;

- o One to two more days in country prior to seminar would assist instructors whereby more local color/aspects could be included in presentations. However, for this trip, both instructors were fortunate to have good contact in the agribusiness sub-sector of Ecuador which expedited acquisitions of some required local material. Even so, additional time as suggested could be well utilized;

- o No USAID representative attended opening nor closing sessions. It is felt that a brief appearance would assist all concerned.

Again, it was a pleasure to work with those of Devres/FEDEXPOR and a warm thank you for all services rendered.

William E. Bolton

October 15, 1987

ANNEX 6

Report of William Garrouette on
Berry Production Technical Assistance Assignment
October 20-24, 1987

TO: E. Z. Villasenor
Devres Inc.
1202 NW 72 nd Ave.
Miami, Fl.

E. Z.

On the morning of Oct. 20, 1987 , I arrived in Miami and went to the Devres office . I met with Tim Yeane to discuss policy in Ecuador and went over the goals of this project in conjunction with AID and Fedexpor.

Wednesday morning in Ecuador I was picked up at the Los Alpes Hotel by Christian Wohlerman of the Agricultural Industrial Corporation: Irubi and Eng. Agronomist Carlos Trujillo. We spent this day in the San Jose de Minas zone. Our tour took us to several farms of the local Indian growers who have established small $\frac{1}{4}$ - $\frac{1}{2}$ acre plots of the native blackberries called La Mora de Castillio. Some of these plantations are fifteen to twenty years old.

The farm of Camilo Perugacho was the best cared for of all the plots of Indian growers. These growers are using ancient cultural practices which should be changed if they plan to improve production. As a grower I particularly noted the practice of tipping canes for new plants, which of course promotes soil and plant born viruses.

Better trellising techniques would help if they had access to materials and the proper advice.

Commercial fertilizer has not been used by the Indian growers probably because of the expense as compared to the present production they are getting. They did however use organic material-chicken manure.

Sr. Wohlermans farm looked very well under control with all the pre-planning to make a successful farm project in this area. My suggestion to install a weather station in the San Jose de Minas zone was well taken by him. I have found that phosphorus and potassium are extremely out of balance in the entire highlands area of the Andes Mountains that we visited. manganese and magnesium are out of balance also. Severe symptoms of powdery mildew present as well as downey. I had the feeling at times that they were trying to see if I knew what I was talking about so I invited them to visit my farm in Ca.

I had a hard time convincing the Agronomists about the presence of nematodes and their effect on minor nutrient deficiencies. The climate and soils are quite adequate for the growing of non-traditional berries as long as they find the proper micro climate and can correct the deficiencies economically.

There is a 2 to 4 hour travel time to the City of Quito which can be a problem especially with rough roads $\frac{1}{4}$ to $\frac{1}{2}$ of the distance from most farms I visited. Sr. Wohlerman seemed to be the most interested in setting up a channel for the fruit to be moved freely to the markets and assisting the Indians.

Thursday morning, the 22nd, I traveled with Sr. Rodrigo Espinosa, Sr. Gabriel Espinosa, Jacobo Steiner and Eng. Truillo. First was the San Golqui zone near Cayambe where we looked at possible sites for planting. In each instance we discussed the climate with concerns for hail, wind, rain, and humidity. The next site was Yaruqui, then Guayllalamba, Oton, Quiriche in the outer Cayambe zone.

The Indian plantations I saw there were fairly well kept free of weeds and well trellised. My suggestion is that there be some hands on growers to receive and then pass along the information I give to selected individuals concerning the growing, packing, and shipping of this very perishable crop group. I also am very intrigued with the idea of sending the native Mora to Europe as it appears to be a very firm fruit.

At the plantation in Guayllabamba there was a strawberry field destroyed by hail, which was okay because it was doomed to mediocrity anyway. Most irrigation, for which there is plenty of water, is furrow, but the strawberry plantation was irrigated by overhead mini-sprinklers and of course this is counter productive to the production of strawberries. Mildew, mold leaf spot, botrytis, etc. the most common results. They are using four row beds and only the most proficient Ca and Fl growers try this practice and only with drip irrigation---someone sold them a bill of goods that is useless. In conclusion on the strawberries I think they have the desire but not the know-how or experience to make this project successful with out assistance. The proper varieties and proper irrigation are essential.

On Oct 23 rd with Sr. Wohlerman and Eng. Truillo we drove to the farm of Ivan Restrepo of Leito Plantation in Tungurahua near Patate. Eng. Velasquez and two other agronomists along with Carlos Restrepo were on hand for the tour of the recent planting of raspberries and allie blackberries. An earlier planting of an Israeli plant, actually European, however; possibly Malling Exp. a plant that is very easily damaged by two spot spider mite was doing poorly.

Sr. Restrepo was well aware of the nutrient deficiencies and imbalances but not aware of the virus extension caused by their process of making plants and moving them. We discussed several ways to correct these problems. We went over irrigation methods, pest infestations, climates, changing cultural practices, markets, local or processing and export possibilities.

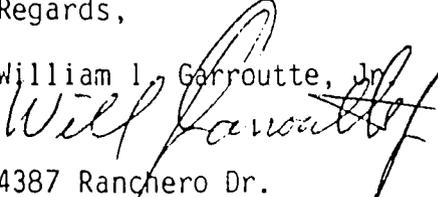
The plantation of Sr. Restrepo looked the most promising of all I saw. It is too early to tell at this time if all will succeed in this venture and a follow up would be advised in a few months to see if we are in the correct cycle. Some farms were weed free yet others were heavily infested which means heavy pest infestation and failure.

When the growers decide to fumigate for nematodes and plant virus free meristem plants, use the proper planting dates, to match weather and export market dates, to receive proper education, to accept the proper cultural practices, and do these things aggressively they should be able to grow, pack, ship, and market these non-traditional crops for export. Active, hands on growers dedicated to the success of this project are needed to complete what is already started.

We can provide assistance on both ends of this project if they so desire and please feel free to call me of any progress.

Regards,

William I. Garrouette, Jr.



4387 Ranchero Dr.
Soquel, Ca. 95073

408-476-1122

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ANNEX 7

Report on United Fresh Fruit and Vegetable Association:
Annual Convention and Exhibition, February 21-24, 1988

Report on

United Fresh Fruit and Vegetable Association's
Annual Convention and Exhibition

"FRESH FRONTIERS...CREATING SUCCESS"

February 21-24, 1988

Houston, Texas

BACKGROUND

The Houston trade fair was the third United Fresh Fruit and Vegetable Association Convention and Exhibition in which FEDEXPOR participated. The 1986 convention, held in New Orleans, was attended by a group of 19 Ecuadorians and supported by Devres' staff on site. The 1987 convention in Orlando was attended by 8 FEDEXPOR representatives, some of whom brought along their families. The Orlando trade fair featured a substantial exhibition display and a wide variety of products. Both trade fair appearances were quite successful, meeting all of their objectives. Participation in the Houston convention was different in that only four FEDEXPOR representatives attended and they participated merely as observers.

SUCSESSES

There were various successes attributable to participation in the Houston Conference:

1. Participants each had individual goals - particular customers they wanted to meet, materials and equipment that they wanted to source, new products that they wanted to examine. Being such a small group facilitated meeting each individual's objectives.
2. The group attending was very active in the exhibition hall, making numerous contacts, exchanging business cards, taking down notes, names and addresses. With the exception of a field trip to local wholesale markets and a meeting with DEVRES' staff, the attendees spent all of their time in the exhibition hall.
3. Visits to the local wholesale markets (Houston Airline Market, Houston Terminal Market), enabled the participants to personally

observe the produce business in operation and meet directly with the people "doing the business", their potential customers.

4. A long conference was held during which Devres staff and the attendees reviewed export product development in Ecuador item by item. This meeting had the effect of further disseminating the results of the work being done by the project.

PROBLEMS/CONSTRAINTS

The only significant problem encountered was that the FEDEXPOR delegation did not actively participate in any of the convention activities, only spending their time on the exhibition floor. There were many valuable meetings and seminars available only to registered participants. The FEDEXPOR delegation declined to register due to cost. They preferred to spend \$ 25.00 per day for a pass to the exhibition floors rather than the \$ 325.00 per participant required for convention registration. Among the seminar topics available were "Irradiation: From Here to Where?" (of great interest to FEDEXPOR), "High Tech, High Quality in Post Harvest Handling", and the "International Trade Forum".

ATTENDEES

FEDEXPOR

Jose Puga - FEDEXPOR

Santiago Aguirre - CLASAGRO, Quito

Jose Fabara - Fabara Vera Asoc., Quito

Adolfo Brinkman - Deriva S.A., Quito

DEVRES

E. A. Villasenor, III - DEVRES, Miami

COMPANIES CONTACTED ON FIELD TRIPS TO WHOLESALE MARKET

CANINO PRODUCE CO., INC.

C. L. CONTRERAS PRODUCE

FIRST QUALITY FRUIT & PRODUCE

HOUSTON AVOCADO CO.

KALIL PRODUCE CO.

LANGE, TOM CO., INC.
MEXICO PRODUCE CO.

NORTH SIDE BANANA CO.

SELF, RAY PRODUCE

VASQUEZ PRODUCE CO.

CONCLUSIONS

Although this convention was not as extensive an operation as the previous two, it did provide FEDEXPOR further contact with the U.S. marketplace. The Ecuadorian participants each met their individual goals as far as achieving contacts and sourcing materials and technology. Also, the produce trade in this country is now much more aware of Ecuador as an upcoming producer of fruits and vegetables.

ANNEX 8

Ecuador Trip Report--June 1987

FEDEXPOR

Trip Notes June 1 -- June 11, 1987

6/1/87

Arrived Quito- meeting with Giovanni de Choudens reviewing current events and situation and planning activities for the week.

6/2/87

Meeting at USAID/Quito mission with Jim Finucane and Giovanni de Choudens.

The purpose of the meeting was to discuss ongoing issues between Devres, USAID, and FEDEXPOR. Uppermost are the activities of the Miami Office. The results will be a plan for directing the Non-Traditional Agricultural Exports project and the Miami Office through the eleven months remaining in the project.

According to Jim and Giovanni, the perception that Fedexpor has of the Miami Office is that it is not doing enough in the way of marketing. Lack of sales is the primary complaint. Actually, there has been very little product available for marketing. EAV brought up the fact that the Miami Office has been extremely active, but mostly in providing technical assistance, price and market information and serving as a communications link. The solution would be to provide more products to sell.

After Giovanni expressed his concern over the long-term viability of the Miami Office, Jim stated that he did not necessarily see it as a failure if the office did not continue active after the project was completed. At this point, JF (Jim Finucane) and GdC (Giovanni de Choudens) discussed the funds still available in the project and the necessity of extending the grants to FEDEXPOR and ANDE to coincide with the Project completion date of 28 April, 1988. EAV mentioned that the majority of the FEDEXPOR membership comes from the industrial sector, and that the project was really being targeted to a small portion of the membership. The fact that most of the Miami activities have been other than marketing further illustrates a potential for providing services to this larger sector of the FEDEXPOR membership.

EAV and GdC reviewed the plans for the week, which will include rectifying the account balance between FEDEXPOR and Devres, further planning the July Post-Harvest and Handling Seminar, and field visits to growers of strawberries, snow peas, asparagus and

pigeon peas. Also on the agenda will be attending a work meeting of ANDE and discussing Quinoa marketing, and attending a meeting of APROECSA regarding achote development and marketing. Action will also be taken on all pending issues between Devres and FEDEXPOR such as the Eastern Airlines Claim, purchases of seed and plants, sending of samples, etc. A visit with SNOB will also be set up to discuss the marketing of their products on the US. During the week there will be a trip to Guayaquil to visit Gunter Chanage, some seafood exporters and the FEDEXPOR Guayaquil office. Of great importance will be a meeting between EAV, GdC and Alberto Rosales, FEDEXPOR president.

Also discussed was the relationship of Fernando Correa to the above institutions. GdC mentioned that Fernando's extended trip in Europe has met with disfavor from the FEDEXPOR board, and that he will have some problems with them on his return. JFC and GdC expressed a desire to find a way to better communicate with FEDEXPOR and the members either through or around Fernando.

Meeting at FEDEXPOR with GdC and Sandra Arevalo.

- A. Raspberry/Blackberry plants: GdC will take money back next week, or if not ready, EAV on his return. Advised that speed was necessary. Tim-follow up with Nourse.
- B. Snap Pea seed: \$621 needed. GdC or EAV will take checks.
- C. International Agro & Food Products: Quito needs to follow up.
- D. Angora Wool: Pending answer from company.
- E. Quinoa: To be discussed with ANDE.
- F. Gandules: Pending appointment with Friedrahita. Per GdC; they will have approximately 35,000 lbs. of pigeon peas. Devres to check fresh/frozen prices for pigeon peas in months of Oct., Nov. and Dec. approximately 60,000 lbs. If market is not good, they would wait and plant later in the year for the winter market. Astudillo has prepared sample case.
- G. Bouquets: Pending action from Agro Tech.
- H. Achote: Settle with meeting at APPOSICO 6/2
- I. New Products List: Received from Giovanni new list from AID of products approved for development and loans.
- J. POST HARVEST/HANDLING CONFERENCE: Updated activities and planned for meeting in Miami 6/11.
 1. Specific list of topics-
 2. AID funds will pay salaries and per diem



3. Fedexpor will pay audio visual equipment, promotion, printing, rent of conference site, food for participants.
 4. EAV to check on travel costs and if more economical, will take funds and purchase tickets in Miami. Travel expenses will be paid by FEDEXPOR with AID funds.
 5. Check into available course materials possibly provided by conference instructors. FEDEXPOR would like to have these materials available at least two weeks in advance to allow for printing and distribution.
- K. Eastern Airlines Claim: Francisco prepared letter and sent through Eastern pouch. Eastern has not received same. EAV to take copy to Eastern.
 - L. Missing \$1000.00: Awaiting further word from Banco del Pacifico.
 - M. HONEYDEWS: Guayaquil petitioning APHIS to allow planting in Manta if Manta agrees to set traps. Grace de Cabanilla in charge. Hill will come to Ecuador and negotiate if and when permission is received from APHIS.
 - N. FLOWERS: Nothing concrete yet.
 - O. GINGER: Per GDC- there will be approximately 50,000 lbs of ginger to market in Sept. Patrick Brethauer.

ANDE MEETING

1. Discussion of quinoa- progress to date, contacts made, arrangements for samples. Insisted that the marketing be done in an orderly fashion, that preparations be made for adequate storage, and that the price should be set at a reasonably low level, allowing for market penetration and wide distribution.
2. Discussion of "List of Products Eligible for Financing" from AID under "Non-Traditional Agricultural Products Promotion. Length of financing and terms. 3-5 years for production loans and up to 10 years for equipment, with several years grace.
3. Discussion of offers of technical assistance and product profiles offered at low prices from CISE. (International Executive Service Corps)
4. Review of honeydew deal. Possible development in yungilla valley.
- 5.- Send information to Carlos Guzman (Corp. Financiera) ref. costs of installing an IOF line.

6/3/87

Reviewed and balanced accounts between Fedexpor and Devres.

Met with Pedro Piedrahita and discussed pigeon pea program (see file under \prod\pigeon.wp)

Met with Gabriel Espinosa ref. snow peas, haricots, sugar snap peas. (see file under \prod\snowpea.wp, \prod\haricot.wp, \prod\snappea.wp). Made plans for continuation of above casework. Discussed communications with Sandra. Discussed making more available to FEDEXFOR members the information that they have accumulated in their offices.

Met with Enrique Escudero and Giovanni de Choudens at SIFIA offices. Discussed role of Miami office in assisting SIFIA to penetrate the US market for their processed fruits. Set further meeting for Friday. (see file \prod\sipia.wp).

6/4/87

Meeting at FEDEXFOR, Guayaquil. Discussion of how the two FEDEXFOR offices should work with Miami. Guayaquil would like to work directly with the Miami office. Discussed regionalism between coast and sierra and how it is affecting the operation of the project. The two offices are now using separate accounting. Membership dues are accredited to the office from which the member is affiliated.

Discussed ongoing casework with the coastal office and how it would be handled:-

1. Ginger
2. Passion Fruit
3. APRODICO project
4. Honeydew melons
5. Okra
6. Agricola Buenavista

Suggested ways in which the Miami office could operate, such as purchasing parts and materials for Ecuadorian importers, providing market and price information, and training a FEDEXFOR employee in doing the above.

Met with Gunter Chanange, reviewed the okra season and discussed his plans for the upcoming year (see file \prod\okra.wp).

Discussed current events in FEDEXFOR and new products that might be planted in the Sierra.

AGENDA FOR FEDEXFOR/DEVRES/AID MEETING

FUNCTIONS OF THE MIAMI OFFICE

- A. Discuss financing of operating expenses- telephone, telex, etc. and how these costs will be reimbursed to Devres. Establish budget for same.
- B. Possible move of the office in August.
- C. Relationship of the Miami to the Quito and Guayaquil offices. Establish lines of communication and responsibility.
- D. Dissemination and sharing of information between the two offices and the membership.
 1. List of available publications, profiles, reports, etc.
- E. Establish exact goals and tasks for the office.
 1. What services does the membership want from the Miami office?
 2. Suggestions for Devres Activities:
 - a. Prices
 - b. Marketing information
 - c. Direct marketing
 - d. Source Foreign Investment
 - e. Technical Assistance Support
 - f. Organize and Support Commercial Missions
 3. Direct participation in Miami functions by a Fedexpor employee.
 4. Function of office as purchasing agency for Ecuadorian imports.

6/4/87-6:00 PM

Met at FEDEXFOR offices with: Alberto Rosales, Jim Finucane, Giovanni de Choudens and EAV.

Discussed the above topics.

Ing. Rosales wants the office in Miami to be "completely operational". He stressed the fact that he wants the office to provide direct marketing assistance and services, and not studies and data. Jim and Giovanni stated that Devres was not contracted to do marketing, but to act more as a consultant and facilitator. Ing. Rosales agreed. EAV then asked what could the Miami office do that would provide the kinds of marketing activity that FEDEXFOR was looking for? The first topic mentioned was giving services to the flower exporters. EAV discussed the impasse that has occurred in offering these services. Ing. Rosales suggested that FEDEXFOR offer these services to the flower exporters on a trial basis, and that if they were satisfied, the services could be instituted on a permanent basis, giving the office a foundation on which to build other activities. This expense would be subsidized by FEDEXFOR directly. Devres would not be involved in any way in the contracting of this employee, other than training and supervision. EAV suggested that the membership be polled as to what activities and services could be provided. This will take place at the annual congress to be held next week.

EAV discussed the current problems faced by Devres and FEDEXFOR in maintaining accounts. The project was not designed in such a way as to allow for this activity. AID cannot advance monies against expenses, but pays FEDEXFOR when vouchers are presented. EAV suggested that FEDEXFOR set up an account in Miami to be managed by the Quito office, but used to pay Miami expenses. Ing. Rosales saw no problem with this idea, and said that he would propose it next week to the board for approval. If approved, this will greatly cut down the accounting burden currently shared by both Devres and FEDEXFOR.

The discussion next focused on internal problems within FEDEXFOR. Both Giovanni and EAV explained that the membership is upset with the current director in the sense that information is not being disseminated properly. Even more alarming, there exists an increasing separation between the Quito and Guayaquil offices. Personality differences between the two directors are making project development difficult. Giovanni warned that the group from the coast will be coming to the general assembly armed with many complaints. Ing. Rosales promised to get the two directors together next week and see if these differences can be worked out and new agreements reached prior to the general assembly.

EAV next mentioned that the Quito office should prepare a bibliography of all the reports, profiles, reference materials and documents that are available in their offices. The membership is in large part unaware that this information exists. Ing. Rosales agreed to also bring this matter up at the next board meeting.

EAV brought up the mention of an impending move. Ing. Rosales wants the office to stay where it is, next to Arlington Petroleum. He feels that the relationship between Arlington and FEDEXPOR is a good one, and that many Ecuadorians passing through Arlington will have a chance to see FEDEXPOR at work. EAV dropped the subject.

On the subject of having the Miami office act as a buying agent for Ecuadorian importers: He said that the office should be wholly dedicated to exports, and should leave the other activities for companies specializing in those areas.

EAV gave the group a brief outline of current casework, touching upon those areas which are active such as snow peas, quinoa, flowers, berries, okra, etc.

The meeting adjourned on a positive note. It was agreed that AID and Devres would await the forthcoming recommendations from the FEDEXPOR board and the results derived from the general assembly. Giovanni later commented that Jim was very pleased with the results and the open communication achieved with Ing. Rosales.

6/5/87

- I. Meeting at SIPIA with Ing. Enrique Escudero. During this meeting further details regarding the assistance to be provided by Devres were discussed to include the preparation of promotional materials, the identification of potential clients and the distribution of samples. EAV invited to dinner 6/6.
- II. Meeting at FEDEXPOR with Gaston Burgaentzle of CLASA. Topics covered:
 1. Gaston has a potential investor in agricultural development- Mr. Moreno. Moreno is a client of Banco Amazonas. Called Wilson Herrera, the manager of the bank, and made a lunch appointment for Monday to meet with Gaston and Sr. Moreno to discuss possible investment in agricultural development, such as the purchase of AGROMOD. Gaston explained that Moreno has extensive assets, including gold mines, and is anxious to diversify into the agricultural sector.
 2. Snow Peas: Reviewed the activities of the past season. It was mutually agreed that with these small volumes snow peas would not be a profitable venture for the Sierra. Gaston said that CLASA will be planting snow peas in 4 ha. blocks starting in August. EAV to contact AgraServices and assist in negotiating fumigation rates. Gaston said that better markets could be had in Canada and Europe. Their clients in New York state that the snow peas suffer too much from the fumigation and have to be sold as second-quality merchandise. (this contrary to Prevor's experience). Several shipments were made by CLASA to a New York client obtained by Agro-Tech. Gaston said that they had not yet been paid, but that

Fernando would be collecting these monies for them during his trip. There seems to be a fungus or other disorder appearing on the snow peas in the form of multiple black spots. They have been unable to identify the spots, determine their origin, or find a suitable preventative. EAV offered to assist if more information was made available. Gaston stated that the spots become most prevalent after a rain.

3. Frozen Project: Gaston said that this project is "on the shelf" with his company. He stated that CLASA will be moving slowly in the near future, due in large part to financial constraints imposed by the earthquake and the subsequent decommission of the pipeline.
4. AGROMOD: Diego Irragori has gone to Washington with another group of Ecuadorians to attend the "Washington Round Table", sponsored by OPIC, ASAC and AID. This trip is being made in hopes of finding some foreign investment.
5. STRAWBERRIES: EAV suggested that AID could assist CLASA in a small 1 ha. pilot project to analyze the feasibility of profitably producing strawberries using California varieties. Gaston was very interested, and said that CLASA could assume part of the cost.

A follow-up meeting was set for Monday, June 8 at CLASA's offices.

EAV also spoke to Lucho Davalos, CLASA president, to confirm the appointment.

III. Meeting at FEDEXPOR offices with Francisco Saenz of Agro-Tech.

Francisco stated that Agro-Tech has facilitated snow pea exports to both Canada and Europe and that they have another shipment pending this weekend to go to Toronto. He has a friend at Ecuatoriana in New York that will expedite the product through to Canada. He re-stated the information that the fumigation was damaging the snow peas in New York.

Babaco and Tomate de Arbol shipments are also being made to Canada. No word of results.

Agro-Tech has sent blackberries to New York recently, with poor results. EAV explained the infrastructure necessary to properly ship the product. Francisco states that it is still difficult to teach the producers and the pickers to properly handle the product, but he is continuing his experiments. The New York clients also explained that these blackberries, while overripe, were also very acid. US varieties should improve the taste.

Bouquets-Francisco awaiting Fernando's return to continue with

bouquet project. He said that they do not have the proper greens in Ecuador and have not yet found an appropriate substitute.

Also discussed the purchase of seed and plants for next season.

- IV. Meeting with Carlos Guzman of the Corporacion Financiera.
 - A. Discussed Devres' obtaining information for the Corporacion Financiera on cooling, refrigerating, and freezing equipment.
 - B. Gave Carlos Guzman application forms for membership in FEDEXFOR. He said that he would follow up.
 - C. Guzman states that the Corporacion Financiera will be offering bids for a study for agricultural commodity development. Devres will be notified by the end of the month. The study will call for an analysis of non-traditional products that can be produced in the sierra, above and beyond those already identified by other studies. The products do not have to be agricultural.
- V. Meeting with Guillermo Guarderas, president of PROQUINDA, the quinoa producers group. Discussed current marketing activities and future plans. He is very pleased with the progress made to date. See file \prod\quinoa.wp
- VI. Conversation with Francois Jaccoud of ECUAJUGOS (Nestle subsidiary), and also director of FEDEXFOR. Discussed possibility of utilizing their plant in custom-packing passion fruit for other growers. Set up appointment for Monday 6/8.

6/8/87

I. Meeting with Francois Jaccoud:

Francois is a director of FEDEXFOR/QUIINDA

Francois is the general manager of INEDECA, S.A., the NESTLE subsidiary in Ecuador. They produce and export coffee and chocolate products. They have recently purchased ECUAJUGOS, a juice processing plant. They currently process single-strength passion fruit juice for export. Demand exceeds supply.

Discussed current projects with Francois, particularly the possibilities of exporting passion fruit juice concentrate and grapefruit segments. They have processed grapefruit segments before, with poor results (no pay from their client). They would like more information. A possible joint venture with Fiss was discussed (International Agro Food Products, Inc., Bradenton, Fla.).

Next topic was the passion fruit juice. For this process they need a concentrator with an "aroma extractor". The equipment necessary would cost approximately \$600,000.00. A possible joint venture relationship with Fiss, the grower members of APROCICO, and INDECA was discussed. Several financing options were also discussed, as were marketing alternatives. Since all the potential principals were not present, it was difficult to reach a sound conclusion. However, Francois expressed his continuing interest in the possibility and took down addresses and phone numbers for both APROCICO and Fiss. They would like for Devres to facilitate the project and keep them advised. This would be handled in part through the FEDEXFOR/GUAYAQUIL office.

II. Meeting at CLASA with Gaston Burgaentzle:

Discussed current activities of CLASA in the areas of snow peas. They are sending 150 cases to Europe today. Still having trouble with black spots on the pods. Gaston believes it is a form of anthracnose. He gave EAV some information to be checked out in the US. CLASA has ordered some bushberry plants from an English firm, Microplants, Ltd. These plants, different varieties of blackberries and raspberries, will be delivered in the fall. Cost to CLASA is \$360.00 per thousand.

Discussed pilot strawberry planting project. Explained that AID is interested in assisting in the project through one of their existing "convenios", agreements with FEDEXFOR, ANDE or others. The project would be limited to one hectare, consisting of up to 10 different varieties. The object is to analyze the productivity and cost of these different varieties and extrapolate the data into a commercial-sized project. (LAAD could be a possible partner in this for the 1988-1989 winter season).

Met with Gaston and Luis Davalos. Confirmed that relationships between CLASA and Devres are excellent and that nothing more be mentioned about the previous problems with the snow peas. Discussed the ongoing work, including the strawberry project.

Mentioned to Davalos that there is a possible move in the offing. He said that his office, Arlington Petroleum, will be reducing staff and will not require all the space that they are currently occupying. He asked that Devres consult with Jorge Pareja and determine if the lease should be continued, who should occupy what space under what conditions, etc.

III. Meeting at CLASA with Gaston Burgaentzle and Lucho Davalos.

Discussed ongoing projects with CLASA, snow peas, raspberries, blackberries and others. Discussed pending pilot strawberry project to be partly subsidized by AID.

Davalos' company has suffered severe economic losses due to the

closing of the oil pipeline

Lunch with Gaston Burgaentzle, Ing. Mauricio Moreno R. and Wilson Herrera Vasquez:

Ing. Moreno operates a gold mine which sells gold to the state. He also has other mining interests. He is a good client of the Banco Amazonas, where Wilson Herrera is the credit manager. Ing. Moreno's company is seeking to diversify its operations from strictly mining, possibly into the agricultural sector. The object of the meeting was to inform Ing. Moreno on the possibilities that exist in agricultural exports from Ecuador, particularly the Sierra.

Topics discussed included: The types of products that seem to have the best export potential such as asparagus, strawberries, blackberries, raspberries, flowers, etc. Also discussed were the limitations for financing, investment incentives, infrastructure and transportation. In particular, the need for a cold storage at the airport.

The meeting adjourned with a promise of continued communication. Also suggested that the mining company join FEDEXPOR.

IV. Meeting with Fernando Correa:

During his trip to Europe Fernando visited wholesalers and distributors. He did not find much hope or market for flowers, snow peas or quinoa. He did find demand for mangos, papayas and berries.

Discussed casework to include the visits, meetings and plans made by EAV during the previous week. Agreed to meet Weds., 6/10 in the morning.

6/9/87

- I. Meeting at Fedexpor with Lincoln Paredes and Hugo Cortez ref. activities of Miami office. Also discussed possible products for export. Lincoln will contact companies exporting fresh fish and make appointments for Thursday. One of the products mentioned was sesame seed, which was once extensively planted in the coastal area around Guayaquil. The firm that planted and exported the sesame seed became involved in the shrimp business and ceased producing and exporting. The Miami office will check current markets and the world production situation and advise if sesame, "ajonjoli", is a viable crop.

II. Meeting at Fedexpor with Lic. Lara, general manager of APROCICO.

During this follow up meeting the idea of a joint venture with INEDECA was discussed in more detail. Lic. Lara will provide more information ref. production volumes, costs, recent prices, etc. EAV will provide more detailed information ref. current and expected markets and the world situation.

Lic. Lara provided EAV with a "Feasibility Study for the Production of Bananas", a plan devised by APROCICO for the development of over 2500 ha. of bananas for export. If implemented, the project would provide 2,500,000 cartons of export quality of bananas the first year, 3,750,000 cartons the second year, and 5,500,000 cartons from the third year through the seventh year of production. The government has given this association the necessary permits to plant this area, since banana plantings are strictly controlled. The quantities planned will allow for the lading of at least one vessel a week. This volume permits the independent chartering of vessels, making the enterprise independent of Noboa, the multinationals or the current carriers and conference lines. EAV to further study the proposal, obtain more marketing and cost data, and flesh out the information contained in the APROCICO study. This venture, for example, could be a candidate for a "foreign debt swap".

Lastly, the APROCICO diversification into name (yams), yucca, ginger, achiote (annatto) and beans was discussed. Follow up activities between APROCICO, FEDEXPOR and Devres were planned and scheduled.

III. Meeting at Fedexpor with Oscar Ycaza, possible new member requesting information about popcorn and export potential.

Oscar is an Ecuadorian raised and educated in Louisiana. He is currently producing coffee and cocoa. His trees are suffering from a fungus locally called "moquilla", and he is having difficulty in controlling the infestation. He would like to diversify his crops. He has also grown rice. Discussed the current activities of FEDEXPOR on the coast and the advantages that membership would provide. He is a personal friend of Gunter Chanange. Oscar would like the Miami office to provide information on coloring popcorn. He has approximately 5,000 lbs. of popcorn, and he would like to find out how it is colored and distribute it in the local market. He stated that Jiffy Pop or McCormack could be possible sources for information. Oscar has ordered asparagus plants from Chile, UC 157 FD to see how they produce in the tropical coastal climate. He has also planted some ginger. Lincoln Faredes will coordinate ginger information between Ycaza and Patrick Brethauer;.

IV. Meeting with Sra. Lucha Merino de Aray, of Agricola Buenavista.

Discussion of future grapefruit segment business and affiliation to Fedexpor. Reviewed events regarding the 2,000 pails of grapefruit segments stored by the Merinos in Miami. Explained again why the product was not salable. The company will have approximately 10,000 pails for export this year. EAV will assist in contacting and/or contracting buyers. Also suggested that the grapefruit can be combined with pineapple, adding value to the product. The Merinos are friends of Gunter Chanange and will contact him directly ref. the pineapple.

- V. Conversation with Gunter Chanange. Discussed current events and planned meeting for 6/10.

6/10/87

- I. Meeting with Fernando Correa at Fedexpor offices, Quito. Discussed all ongoing and pending casework. No difficulties encountered, Fernando was very cooperative. He would like the Miami office to contact the Pillsbury company and follow up the recent visit of their Mr. Price. Collected \$1316.00 in partial payment of Devres' invoices. Dollars not available at local banks.
- II. Meeting with Gunter Chanange in Guayaquil.
 - A. OKRA: Gunter plans to plant between 60 and 100 ha. of okra for the next season, in spite of current problems with transportation, which he hopes will be solved by the end of the year. Due to the irregularity of his shipments this year, it is still difficult to assess what his yield would be per ha. under normal circumstances. He would like to ship between 1500 and 2000 crates per week, starting early December. He has been unable to ship okra for almost four weeks - Ecuatoriana consistently cancels his space in favor of other shippers. EAV to assist.
 - B. PINEAPPLE: Gunter has several potential projects, none of which include fresh fruit for export to the US. He is selling in the national market, exporting fresh to Chile, and negotiating for the installation and operation of a processing plant with some Spaniards. EAV will check with Chilean contacts to assess expansion into Chile.
 - C. PASSION FRUIT: Gunter wants to investigate this possibility further, but on a small scale. He states that the area around Milagro produces the fruit abundantly. He has done some planting and research. He would like to obtain information ref. the purchase and operation of a small plant. EAV to research in Chile.
 - D. SEAFOOD: Gunter wants information ref. aquaculture for mollusks, primarily oysters and scallops.

- E. FEDEXPOR: Chanange has been asked to participate on the board of directors - considering his options.

6/11/87

- I. Meeting at FEDEXPOR with Lincoln Paredes and Hugo Cortez. Final review of casework.
- II. Meeting with Sra. Anita Platon de Largacha, Productos La Corona, S.A.



ANNEX 9

Devres/FEDEXPOR Request/Response Tracking System;
Case Reports--Time and Cost

DEVRES/FEDEXPOR
REQUEST/RESPONSE TRACKING SYSTEM
CASE REPORTS--TIME AND COST

The following report is a summary of all requests made to Devres from FEDEXPOR via telex. This report format shows how the revised version of the RRSYS (request/response system) can indicate costs incurred in responding to requests made by the FEDEXPOR membership. This format was developed to encourage FEDEXPOR to use the system as a form of documenting costs. Once true value can be placed on request for information, a cost structure for fees to charge the membership can be developed.

The first report is a listing of all cases documented during the project. Telex traffic was the source of all information in this report. Therefore, much of the requests from FEDEXPOR Quito and Guayaquil offices that were made via telephone, or in person, do not appear in the database.

We are encouraged at the close of the project, that FEDEXPOR will begin to use a modified version of this database for tracking requests made of them by their membership.

DEVRES/FEDEXPOR
REQUEST/RESPONSE TRACKING SYSTEM
CASE REPORTS--TIME AND COST

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Sistema Informatico de FEDEXFOR/Devres
Sistema Peticion/Respuesta

Fecha de Informe: 01/08/88

Pagina: 1

Titulo del Informe: Clasificado según Caso, Trabajero y Fecha

Fecha Inicial: 01/01/86 Casos: Todos

Nombre: RPT1

Fecha Final : 01/01/89 Todos los casos.

CASO #	DESCRIPCION DE CASO										
REG #	FECHA	FECHA	FUENTE	CODIGOS				TIEMPO	OTROS		
	IRECB/ENV	RESPUESTA	DIR. A	PROD	COM	ARCH	QN?	HRS	MINI	COSTOS	
DESCRIPCION								FECHA ENTRADA			

1001 Search for Project Director

1001	29/04/86	30/05/86	DVW CLI					2		TDY	1	10	\$0.00
	Status--Search for Project Director										18/07/86		
1012	12/05/86	01/01/86	DVW CLI					2		TDY	0	20	\$0.00
	Three candidates for project director w/CV's										18/07/86		
1024	15/05/86	01/01/00	AID CLI					1		TDY	1	45	\$0.00
	Telecon Hedges - Miami location										18/07/86		
1023	15/05/86	01/01/00	AID CLI					1		TDY	4	0	\$0.00
	Telecon Giovanni - Project director, move to Miami										18/07/86		
1025	15/05/86	01/01/00	DVW FXQ					2		TDY	3	30	\$0.00
	Response to Rosales proposal for Miami/New York										18/07/86		
1054	23/05/86	01/01/00	DVW CLI					1		TDY	0	10	\$0.00
	Villasenor - willing to go to Miami										18/07/86		
1162	03/07/86	01/01/00	DVW CLI					1		TDY	1	15	\$0.00
	Project Director Villasenor agreed; Hedges refused										21/07/86		
1179	07/07/86	01/01/00	DVW CLI					1		TDY	0	30	\$0.00
	Villasenor - send info federal express										21/07/86		
1198	08/07/86	01/01/00	DVW CLI					3		TDY	1	30	\$0.00
	Villasenor - letter with reading and background materials										21/07/86		
1207	09/07/86	01/01/00	DVW AID			AID		2		TDY	1	30	\$0.00
	Copy of Snyder letter to Finucane - Villasenor										21/07/86		
1199	09/07/86	01/01/00	DVW CLI					3		TDY	2	45	\$0.00
	M. Snyder - Salary for EAV										21/07/86		
1249	16/07/86	01/01/00	DVW CLI					1		TDY	0	30	\$0.00
	DHW - letter for EAV										21/07/86		
1286	18/07/86	01/01/00	DVW CLI					3		TDY	3	0	\$0.00
	Travel packet to villasenor										24/07/86		
1300	18/07/86	01/01/00	DVW CLI					2		TDY	2	30	\$0.00
	PD accept letter										24/07/86		

Este Trabajero--- Costo Laboral : \$268.64

1011	12/05/86	01/01/86	FXQ DVW					2			0	0	\$0.00
	Move PD to Miami/NYC										18/07/86		
1056	23/05/86	01/01/00	AID CLI					1			0	0	\$0.00
	Telecon Giovanni - will PD come to Ecuador?										18/07/86		
1076	02/06/86	01/01/00	AID DVW					2			0	0	\$0.00
	Mission reaction to Project Director candidates is positive										18/07/86		
1285	18/07/86	01/01/00	DVW CLI					3			0	15	\$0.00
	Tom Hedges -- decline position because of personal concerns										24/07/86		

Este Trabajero--- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 24 40
Costo Laboral Total: \$268.64
Otros Costos Total: \$0.00

102

1003 Decision on Pronet information needed

1003	06/05/86	01/01/00	DVW FXQ	2		TDY	1 30	\$0.00
	Sample info from Pronet		- Melons				18/07/86	
1033	16/05/86	01/01/00	DVW FXQ	2		TDY	3 0	\$0.00
	Pronet info available						18/07/86	
1277	24/06/86	01/01/00	DVW FXQ	2		TDY	0 15	\$0.00
	Status Pronet?						21/07/86	
1132	27/06/86	01/01/00	DVW FXQ	2	DVR 03	TDY	0 15	\$0.00
	Will format Pronet info		as requested				21/07/86	
1548	08/08/86	01/01/00	DVW CLI	2	621000	TDY	0 20	\$0.00
	Pronet telex						25/09/86	

Este Trabajero-- Costo Laboral : \$58.64

1067	27/05/86	01/01/00	FXQ DVW	2			0 0	\$0.00
	Pronet info needed						18/07/86	
1119	27/06/86	01/01/00	FXQ DVW	2	FDX279		0 0	\$0.00
	Response to Pronet info		Philly, NYC and Boston				21/07/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 5 20
 Costo Laboral Total: \$58.64
 Otros Costos Total: \$0.00

Costo Total: \$58.64

1004 Distribution of profiles to FDX mbrs

1004	06/05/86	01/01/00	DVW FXQ	2		TDY	0 10	\$0.00
	Distribution of profiles to FDX members						18/07/86	
1135	27/06/86	01/01/00	DVW FXQ	2	DVR003	TDY	0 30	\$0.00
	Profile distribution - please send written						21/07/86	

Este Trabajero-- Costo Laboral : \$7.20

1276	24/06/86	28/07/86	DVW FXQ	2		TYD	0 10	\$0.00
	Status who received profiles						21/07/86	

Este Trabajero-- Costo Laboral : \$0.00

1128	27/06/86	01/01/00	FXQ DVW	2	FDX279		0 0	\$0.00
	Have given profiles to 50 companies						21/07/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$7.20
 Otros Costos Total: \$0.00

Costo Total: \$7.20

1005 Sausage processing equipment

1005	06/05/86	01/01/00	DVW FXQ	2		TDY	0 10	\$0.00
	Status -- Sausage processing equipment						18/07/86	
1010	12/05/86	01/01/00	DVW FXQ	3		TDY	0 10	\$0.00
	Sausage processing equipment - sending info						18/07/86	
1018	13/05/86	01/01/00	DVW FXQ	2		TDY	0 25	\$0.00
	Package of photos, sausage info sent 5/12 and 5/8						18/07/86	
1038	16/05/86	01/01/00	DVW FXQ	2		TDY	0 10	\$0.00
	Sausage info - ok?						18/07/86	

Este Trabajero-- Costo Laboral : \$9.90

1058	23/05/86	01/01/00	AID CLI	1		0	0	\$0.00
	Telecon Giovanni - sausage info ok							18/07/86
0000	27/05/86	01/01/99	FXQ DVW	2		0	0	\$0.00
	Sausage info - ok							18/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 55
 Costo Laboral Total: \$9.90
 Otros Costos Total: \$0.00

Costo Total: \$9.90

1006 Saffron--PROFILE

1034	16/05/86	01/01/00	DVW FXQ	2	EAV	5	40	\$0.00
	Profiles saffron							18/07/86

Este Trabajero-- Costo Laboral : \$163.45

1006	06/05/86	01/01/00	DVW FXQ	2	TDY	0	15	\$0.00
	Status saffron profile							18/07/86
1101	24/06/86	01/01/00	DVW FXQ	2	TDY	0	10	\$0.00
	Saffron profile status - nearly complete							18/07/86
1270	24/06/86	01/01/00	DVW CLI	1	TDY	0	10	\$0.00
	Bobbitt - status Saffron							21/07/86
1164	03/07/86	01/01/00	DVW CLI	2	TDY	0	10	\$0.00
	Bobbitt - saffron status waiting for buyers							21/07/86
1217	11/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
	Bobbitt - transmit Saffron; cardomon bad crop							21/07/86
1251	17/07/86	01/01/99	DVW CLI	2	TDY	0	10	\$0.00
	Bobbitt - corrections for Saffron							21/07/86
1334	25/07/86	01/01/00	DVW CLI	3	TDY	1	0	\$0.00
	Saffron -- refised profile to Correa							30/07/86

Este Trabajero-- Costo Laboral : \$24.56

Este Caso-- Tiempo Total: 7 55
 Costo Laboral Total: \$188.01
 Otros Costos Total: \$0.00

Costo Total: \$188.01

1007 Mailings to FEDEXPOR

1007	06/05/86	01/01/99	DVW FXQ	2	TDY	0	15	\$0.00
	Package mailed to FDX--UNITED Newsletters and FDX brochure							18/07/86
1094	16/06/86	01/01/00	DVW CLI	3	TDY	0	15	\$0.00
	United newsletters --in mail							18/07/86
1087	16/06/86	01/01/00	DVW FXQ	2	TDY	0	10	\$0.00
	Also sent United newsletters							18/07/86
1046	20/06/86	01/01/00	DVW CLI	2	TDY	0	10	\$0.00
	Sending United materials							18/07/86
1110	25/06/86	01/01/99	DVW FXQ	2	DVR001 TDY	0	10	\$0.00
	Repeat telex of 16 June							18/07/86
1156	03/07/86	01/01/00	DVW CLI	3	TDY	0	10	\$0.00
	United newsletters and status report sent							21/07/86
1158	03/07/86	01/01/00	DVW FXQ	2	DVR005 TDY	0	10	\$0.00
	United newsletters and status sent							21/07/86
1326	23/07/86	01/01/00	DVW FXQ	2	DVR015 TDY	0	10	\$0.00
	Please advise receipt of materials							25/07/86
1331	25/07/86	01/01/00	DVW CLI	3	TDY	0	30	\$0.00
	RRSYS -- report to Fedxpor							30/07/86

Este Trabajero-- Costo Laboral : \$21.60

Este Caso-- Tiempo Total: 2 0
Costo Laboral Total: \$21.60
Otros Costos Total: \$0.00

Costo Total: \$21.60

1008 FEDEXPOR MEMBERSHIP BROCHURES

1008	06/05/86	01/01/00	DVW FXQ	2	TDY	0 30	\$0.00
	FDX brochure mailed						18/07/86
1047	20/06/86	01/01/00	DVW CLI	2	TDY	0 10	\$0.00
	Fedexpor brochures sent						18/07/86
1103	24/06/86	01/01/00	DVW FXQ	2	TDY	0 15	\$0.00
	Cost FDX brochure, 600 additional						18/07/86
1109	25/06/86	01/01/00	DVW FXQ	2	DVR001 TDY	1 0	\$0.00
	Final cost FDX brochure						18/07/86

Este Trabajero-- Costo Laboral : \$20.96

1028	16/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	FDX brochure - Ok to send						18/07/86
1121	27/06/86	01/01/00	FXQ DVW	2	FDX279	0 0	\$0.00
	Please send invoice						21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 55
Costo Laboral Total: \$20.96
Otros Costos Total: \$0.00

Costo Total: \$20.96

1009 BABY CORN--PROFILE

1009	08/05/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
	Jefferson Lowe -- Baby corn						18/07/86

Este Trabajero-- Costo Laboral : \$5.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$5.40
Otros Costos Total: \$0.00

Costo Total: \$5.40

1010 AIMA brochure

1014	13/05/86	01/01/00	DVW CLI	1	TDY	1 30	\$0.00
	Tom Murphy - Status AIMA Brochures						18/07/86
1319	23/07/86	01/01/00	DVW CLI	3	TDY	0 30	\$0.00
	Jack Muench -- AIMA brochures						25/07/86
1312	24/07/86	01/01/00	DVW FXQ	2	DVR016 TDY	0 10	\$0.00
	AIMA Brochures -- status						25/07/86
1308	24/07/86	01/01/00	DVW CLI	1	TDY	8 8	\$0.00
	T. Murphy -- AIMA brochure status						25/07/86
1310	24/07/86	01/01/00	DVW CLI	1	TDY	8 8	\$0.00
	M. Bricio -- AIMA brochures payment, shipment, copies						25/07/86
1309	24/07/86	01/01/00	DVW CLI	1	TDY	8 8	\$0.00
	J. Muench -- AIMA brochure to send today						25/07/86
1279	24/07/86	01/01/00	DVW FXQ	2	TDY	0 30	\$0.00
	AIMA brochure - almost complete						21/07/86

Este Trabajero-- Costo Laboral : \$298.82

1231	15/07/86	01/01/00	DVW CLI	1		2	0	\$0.00
T. Murphy - Status AIMA brochures								21/07/86
1659	24/07/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
NEED AIMA BROCHURES AS SOON AS POSSIBLE (HIGH QUALITY)								16/12/86
1716	02/09/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
What happened to brochures which were sent through diplomatic mail to Giovanni de Choudens about 2 weeks ago.								09/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 31 4
 Costo Laboral Total: \$298.82
 Otros Costos Total: \$0.00

Costo Total: \$298.82

1011 LPG containers

1016	13/05/86	01/01/00	DVW FXQ	2		TDY	0	30	\$0.00
LPG containers - questions posed to FDX								18/07/86	
1022	13/05/86	01/01/00	DVW CLI	1		TDY	0	45	\$0.00
Ordered catalogue of 90 standards today								18/07/86	
1019	15/05/86	01/01/00	DVW CLI	1		TDY	0	10	\$0.00
Sending Standards LPG containers - Compressed Gas Association								18/07/86	
1036	16/05/86	01/01/00	DVW FXQ	2		TDY	0	10	\$0.00
LPG specs - waiting for response from FDX								18/07/86	
1069	27/05/86	01/01/00	DVW FXQ	2		TDY	0	10	\$0.00
LPG containers - answers to questions								18/07/86	
1134	27/06/86	01/01/00	DVW FXQ	2	DVR003	TDY	0	15	\$0.00
LPG containers waiting for report #'s								21/07/86	
1194	07/07/86	01/01/00	DVW FXQ	2	DVR007	TDY	0	15	\$0.00
LPG - unable to contact Compressed Gas Association								21/07/86	
1303	22/07/86	22/07/86	DVW CLI	3		TDY	0	10	\$0.00
LPG catalogue -- arrived								25/07/86	
1302	22/07/86	22/07/86	DVW CLI	1		TDY	0	10	\$0.00
LPG containers -- send messenger to Comp Gas Assoc.								25/07/86	
1306	23/07/86	01/01/00	DVW CLI	2	DVR014	TDY	0	50	\$0.00
CGA -- Available reports on LPG containers								25/07/86	
1274	24/07/86	24/07/86	DVW FXQ	2		TDY	0	10	\$0.00
Status LPG?								21/07/86	

Este Trabajero-- Costo Laboral : \$38.70

1015	13/05/86	01/01/00	FXQ FXQ	2			0	0	\$0.00
LPG containers - Send tech standards								18/07/86	
1020	15/05/86	01/01/00	FXQ FXQ	2			0	0	\$0.00
Will send info tomorrow - LPG								18/07/86	
1059	23/05/86	01/01/00	AID CLI	1			0	0	\$0.00
Telecon Giovanni - LPG FDX will order								18/07/86	
1045	20/06/86	01/01/00	DVW CLI	2			0	15	\$0.00
Sending LPG catalogue -- FDX should chose reports								18/07/86	
1126	27/06/86	01/01/00	FXQ DVW	2	FDX279		0	0	\$0.00
LPG containers - sent info 23 May								21/07/86	
1145	02/07/86	01/01/00	FXQ DVW	2	FDX279		0	0	\$0.00
LPG containers - have not received catalogue								21/07/86	
1176	07/07/86	01/01/00	FXQ CLI	1			0	0	\$0.00
Correa status LPG								21/07/86	
1291	21/07/86	24/07/86	FXQ DVW	2	FDX356		0	0	\$0.00
LPG containers -- no info received to date								24/07/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 50
 Costo Laboral Total: \$38.70
 Otros Costos Total: \$0.00

Costo Total: \$38.70

1012 TEA--Profile

1174	06/07/86	01/01/00	DVW CLI	3	EAV	0 20	\$0.00
	Status payment for tea profile						21/07/86
1225	14/07/86	14/08/86	DVW CLI	3	EAV	0 20	\$0.00
	Ken Feith - status tea						21/07/86

Este Trabajero-- Costo Laboral : \$19.20

1017	13/05/86	01/01/00	DVW FXQ	2	TDY	0 10	\$0.00
	Profiles Angora, Gherkins & Tea sent yesterday, May 12						18/07/86
1032	16/05/86	01/01/00	DVW FXQ	2	TDY	0 30	\$0.00
	Telecon WGM - Tea profile; was requested by Fernando						18/07/86

Este Trabajero-- Costo Laboral : \$7.20

1027	16/05/86	01/01/00	AID CLI	1		0 0	\$0.00
	Telecon Giovanni - Tea, doesn't want to pay						18/07/86
1061	23/05/86	01/01/00	AID CLI	1		0 0	\$0.00
	Telecon Giovanni - will not pay for tea						18/07/86
1068	27/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Fernando insists never asked for tea						18/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 20
 Costo Laboral Total: \$26.40
 Otros Costos Total: \$0.00

Costo Total: \$26.40

1013 Sheep slaughterhouse

1026	15/05/86	01/01/00	DVW FXQ	2	TDY	0 20	\$0.00
	Sheep - Need more info						18/07/86
1037	16/05/86	01/01/00	DVW FXQ	2	TDY	0 10	\$0.00
	Sheep slaughterhouse - status						18/07/86
1288	28/05/86	01/01/00	DVR CLI	1	TDY	0 10	\$0.00
	Barry Bobbitt -- need two more days on sheep						18/07/86
1070	28/05/86	01/01/00	DVW CLI	2	TDY	0 10	\$0.00
	Barry Bobbitt - questions on sheep slaughterhouse						18/07/86
1281	24/06/86	01/01/00	DVW CLI	2	TDY	0 10	\$0.00
	Sheep slaughter status - coming						21/07/86
1139	30/06/86	01/01/00	DVW FXQ	2	DVR004 TDY	0 10	\$0.00
	Lamb slaughter - more questions						21/07/86
1163	03/07/86	01/01/00	DVW CLI	2	TDY	0 15	\$0.00
	Babbitt - Lamb slaughter status; waiting for quote						21/07/86
1189	07/07/86	01/01/99	DVW FXQ	2	DVR007 TDY	0 45	\$0.00
	Proforma lamb slaughter						21/07/86

Este Trabajero-- Costo Laboral : \$23.40

1021	14/05/86	01/01/00	FXQ FXQ	2		0 0	\$0.00
	Send pro forma for sheep slaughterhouse						18/07/86
1282	15/05/86	01/01/00	AID CLI	1		0 0	\$0.00
	Telecon Giovanni -- status sheep slaughterhouse						18/07/86
1039	19/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Sheep info - response to questions						18/07/86
1064	27/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Sheep slaughterhouse - questions answered						18/07/86
1182	07/07/86	01/01/00	FXQ DVW	2	FDX318	0 0	\$0.00
	Lamb slaughter - answers to questions						21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 10
Costo Laboral Total: \$23.40
Otros Costos Total: \$0.00

Costo Total: \$23.40

1014 GINGER--PRICES nov85-may86

1029	16/05/86	01/01/99	DVW CLI	1		TDY	2 20	\$0.00
	Rex E.T. Dull, spice expert						18/07/86	
1031	16/05/86	01/01/00	DVW FXQ	2		TDY	1 25	\$0.00
	Ginger/prices Nov 85 - May 86						18/07/86	
1190	07/07/86	01/01/00	DVW FXQ	2		DVR007 TDY	0 50	\$0.00
	Ginger prices						21/07/86	
1488	24/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
	Jim Duke - Gineger, cardamom info. Arranged meeting 7/25						21/09/86	
1496	25/07/86	01/01/00	DVW CLI	1	720200	TDY	4 0	\$0.00
	Meeting with Jim Duke - his office/Nat. Ag. Library visit						25/09/86	
1499	28/07/86	01/01/00	DVW CLI	1	720200	TDY	0 10	\$0.00
	Tim Burns: Card/Ginger info.						25/09/86	
1495	28/07/86	01/01/00	DVW CLI	1	720200	TDY	0 10	\$0.00
	Rex Dull: Cardamom/Ginger info.						25/09/86	
1500	28/07/86	01/01/00	DVW CLI	1	720200	TDY	0 10	\$0.00
	Elmo Dons: Card/Ginger info.						25/09/86	
1513	30/07/86	01/01/00	DVW CLI	1	720200	TDY	0 5	\$0.00
	Rex Dull - Ginger info. - arrange appointment						25/09/86	
1516	31/07/86	01/01/00	DVW CLI	1	720200	TDY	0 20	\$0.00
	Rex Dull at USDA - appointment						25/09/86	
1515	31/07/86	01/01/00	DVW CLI	1	720200	TDY	0 10	\$0.00
	Dick Ahrens - interpret. ginger info.						25/09/86	
1518	01/08/86	01/01/00	DVW CLI	3	720200	TDY	0 20	\$0.00
	Letter - Rex Dullo - return Ginger info. report						25/09/86	
1517	01/08/86	01/01/00	DVW CLI	1	720200	TDY	0 5	\$0.00
	Rex Dull - Phone Ginger stat. classification						25/09/86	
1520	01/08/86	01/01/00	DVW CLI	1	720200	TDY	0 1	\$0.00
	Int. Trade Commission, Ginger Info. Losovski message						25/09/86	
1519	01/08/86	01/01/00	DVW CLI	3	720200	TDY	1 0	\$0.00
	Letter - Fernando - Ginger Mkt. info.						25/09/86	
1526	04/08/86	01/01/00	DVW CLI	1	720200	TDY	0 15	\$0.00
	Losovski - ITC Ginger Info.						25/09/86	
1525	04/08/86	01/01/00	DVW CLI	3	720200	TDY	0 15	\$0.00
	Ginger letter - Fernando						25/09/86	

Este Trabajero-- Costo Laboral : \$129.16

1153	02/07/86	01/01/00	FXQ DVW	2	FDX297		0 0	\$0.00
	Ginger - update prices						21/07/86	
1297	21/07/86	01/01/00	FXQ DVW	2			0 0	\$0.00
	Ginger -- specific request for info on 5 countries						24/07/86	
1698	25/08/86	01/01/00	FXQ DVW	2	412020		0 0	\$0.00
	please provide information on how much ginger is exported to the united states						09/01/87	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 11 46
Costo Laboral Total: \$129.16
Otros Costos Total: \$0.00

Costo Total: \$129.16

1015 Marketing Information System--design

1030	16/05/86	01/01/00	DVW CLI	1		TDY	0 20	\$0.00
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Este Trabajero-- Costo Laboral : \$5.40

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$5.40
 Otros Costos Total: \$0.00

 Costo Total: \$5.40

1016 Industrialization 10 processed frts&vegs

1140	30/06/86	01/01/00	DVW FXQ	2	DVR004 TDY	0 20	\$0.00
Processed fruit - What info?							21/07/86
1481	21/07/86	01/01/00	DVW CLI	3	TDY	1 0	\$0.00
Prepared briefing memos for Dennis on processed commodities, ginger/cardamom experts							21/09/86
1514	30/07/86	01/01/00	DVW CLI	1	700000 TDY	0 15	\$0.00
Mark Culson - processed commodity - Safeway							25/09/86
1522	01/08/86	01/01/00	DVW CLI	1	700000 TDY	0 2	\$0.00
Richard Sante - processed commodity - message							25/09/86
1523	01/08/86	01/01/00	DVW CLI	1	700000 TDY	0 2	\$0.00
John Glen - processed commodity - message							25/09/86
1527	04/08/86	01/01/00	DVW CLI	1	700000 TDY	0 2	\$0.00
J Gluw - processed commodity - message							25/09/86
1536	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
Int. Jelly and Preserve Assoc. - ref. to Bus. Trends - 404-252-3663							25/09/86
1540	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 20	\$0.00
John Glen -- proc. commodity							25/09/86
1532	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 1	\$0.00
Nat. Juice Products Ass. - wrong #							25/09/86
1529	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 1	\$0.00
Processed Apples Inst. - wrong # 404-252-3663							25/09/86
1538	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
National Food Brokers Association 789-2844 left message							25/09/86
1533	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
National Food Processors Association 639-5900							25/09/86
1530	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 15	\$0.00
Processed commodities Trade Association - info seeking							25/09/86
1537	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 15	\$0.00
National Frozen Food Assoc. 717-534-1601 no answer							25/09/86
1534	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
Nat. Association of Fruits, Flavors, Syrups 201-583-8272 - asked solicit in writing							25/09/86
1531	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
National Peach Council - 304-267-6024							25/09/86
1535	07/08/86	01/01/00	DVW CLI	1	700000 TDY	0 5	\$0.00
American Frozen Food Institute 703-821-0770							25/09/86
1549	08/08/86	01/01/00	DVW CLI	1	700000 TDY	0 15	\$0.00
Edward Judge and Sons 301-876-2052 - Ordered Almanac - Processed Commodities							25/09/86
1555	11/08/86	01/01/00	DVW CLI	3	700000 TDY	2 0	\$0.00
Processed commodity - Safeway survey							25/09/86

Este Trabajero-- Costo Laboral : \$58.02

1072	29/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
Industrialize 10 processed commodities - give general info							18/07/86
1183	07/07/86	08/08/86	FXQ DVW	2		0 0	\$0.00
10 processed commodities general market info							21/07/86
1573	31/07/86	01/01/00	FXQ CLI	1	700000	0 0	\$0.00
Tradewind Foods, Inc. (809) 780-6177							26/09/86
1575	31/07/86	04/08/86	FXQ CLI	1	700000	0 0	\$0.00
Call Tom Green (301) 386-6729							26/09/86
1571	31/07/86	01/01/00	FXQ CLI	1	700000	0 0	\$0.00

Morris Rhynehart, Safeway merchandise - vacation til 8/14 26/09/86
386-6719

1576	31/07/86	01/01/00	FXQ CLI	1	700000	0	0	\$0.00
	Tradewinds Food, Inc.							26/09/86
1567	31/07/86	01/01/00	FXQ CLI	1	700000	0	0	\$0.00
	Morris Rhynehart, Safeway merchandise - vacation til 8/14							26/09/86
	386-6719							

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 5 18
 Costo Laboral Total: \$58.02
 Otros Costos Total: \$0.00

Costo Total: \$58.02

1017 YAMS--prices

1035	16/05/86	01/01/00	DVW FXQ	2		TDY	0	45	\$0.00
	Yams - prices							18/07/86	

Este Trabajero-- Costo Laboral : \$8.10

1040	19/05/86	01/01/00	FXQ DVW	2			0	0	\$0.00
	Request prices - ginger Yam							18/07/86	
1065	27/05/86	24/07/86	FXQ DVW	2			0	0	\$0.00
	Need more info on Yams							18/07/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 45
 Costo Laboral Total: \$8.10
 Otros Costos Total: \$0.00

Costo Total: \$8.10

1018 Valenzuela--TA for snow peas, 2nd trip

1044	20/06/86	01/01/00	DVW CLI	2		TDY	0	35	\$0.00
	Valenzuela - available 20-29							18/07/86	
1271	24/06/86	01/01/00	DVW FXQ	2		TDY	0	20	\$0.00
	Valenzuela trip confirmed							21/07/86	
1117	26/06/86	01/01/00	DVW AID	2		TLXAID TDY	0	20	\$0.00
	Travel approval for Valenzuela							21/07/86	
1133	27/06/86	01/01/00	DVW AID	2		DVR003 TDY	0	10	\$0.00
	Valenzuela salary							21/07/86	
1196	07/07/86	01/01/00	DVW AID	2		TDY	0	10	\$0.00
	Valenzuela costs 250/day							21/07/86	
1206	09/07/86	01/01/00	DVW FXQ	2		AID TDY	0	30	\$0.00
	Valenzuela trip - follow up with suggestions to AID							21/07/86	
1229	14/07/86	01/01/99	DVW FXQ	2		DVR010 TDY	0	10	\$0.00
	Valenzuela trip - cancelled							21/07/86	

Este Trabajero-- Costo Laboral : \$24.30

1049	21/05/86	01/01/00	FXQ DVW	2			0	0	\$0.00
	Valenzuela - request							18/07/86	
1060	23/05/86	01/01/00	AID CLI	1			0	0	\$0.00
	Telecon Giovanni - Valenzuela travel, times							18/07/86	
1041	20/06/86	01/01/00	FXQ CLI	1			0	0	\$0.00
	Valenzuela - availability							18/07/86	
1104	25/06/86	01/01/00	FXQ CLI	1			0	0	\$0.00
	Valenzuela - 20, 29 June							18/07/86	
1123	27/06/86	01/01/00	FXQ DVW	2		FDX279	0	0	\$0.00
	Valenzuela hotel reservations and itinerary							21/07/86	
1150	09/07/86	01/01/00	FXQ DVW	2		FDX295	0	0	\$0.00

							21/07/86			
1149	02/07/86	01/01/00	FXD DVW	2	FDX295		0 0	\$0.00		
	Reservations for Valenzuela made							21/07/86		
1178	07/07/86	01/01/00	AID CLI	1			0 0	\$0.00		
	Giovanni - Valenzuela only pay salary by farmers; airfare by Devres							21/07/86		
1197	07/07/86	01/01/00	AID DVW	2			0 0	\$0.00		
	Approval - Valenzuela travel							21/07/86		
1208	10/07/86	01/01/00	AID DVW	2	AID		0 0	\$0.00		
	Cancel Valenzuela trip							21/07/86		
1296	21/07/86	01/01/00	AID CLI	1			0 0	\$0.00		
	Read telex from USAID/Ecuador--will get TA from Guatemala for snow peas							24/07/86		

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 15
 Costo Laboral Total: \$24.30
 Otros Costos Total: \$0.00

 Costo Total: \$24.30

1019 ANGORA PREFEASIBILITY STUDY

1071	28/05/86	01/01/00	DVW CLI	2		TDY	0 10	\$0.00		
	Barry Bobbitt - need two days on Angora							18/07/86		
1082	13/06/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00		
	Bobbitt - status on projects, need addition days							18/07/86		
1098	16/06/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00		
	Bobbitt - Angora ok trip to Wyoming							18/07/86		
1085	16/06/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00		
	Bobbitt - DHW - Angora feasibility							18/07/86		
1048	20/06/86	01/01/00	DVW CLI	2		TDY	0 10	\$0.00		
	Angora - Questions posed FDX							18/07/86		
1043	20/06/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00		
	Telecon Bobbitt, Angora - more info needed							18/07/86		
1102	24/06/86	01/01/00	DVW FXD	2		TDY	0 10	\$0.00		
	Angora status - one week							18/07/86		
1138	30/06/86	01/01/00	DVW CLI	2		TDY	0 10	\$0.00		
	Bobbitt hours June							21/07/86		
1165	03/07/86	01/01/00	DVW CLI	2		TDY	0 10	\$0.00		
	Bobbitt - Angora photo's were bad							21/07/86		
1250	16/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00		
	Bobbitt - status on Angora							21/07/86		
1260	19/07/86	29/07/86	DVW CLI	1		TDY	0 10	\$0.00		
	Bobbitt - status Angora							21/07/86		
1254	19/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00		
	Bobbitt new telephone number for summer							21/07/86		
1547	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 5	\$0.00		
	Italian commercial office 328-5518 - said would get back							25/09/86		
1544	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 10	\$0.00		
	Spoke to someone else in office Angora firms 382-8888							25/09/86		
1543	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 5	\$0.00		
	Ed Cissel - For. Prod. Est. Div.							25/09/86		
1546	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 10	\$0.00		
	Jim Ellis - Germany Desk 377-2645							25/09/86		
1545	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 5	\$0.00		
	World Traders Data Reports (301) 377-3181 Angora Firms							25/09/86		
1550	08/08/86	01/01/00	DVW CLI	1	760000	TDY	0 50	\$0.00		
	Angora firms - database search							25/09/86		
1542	08/08/86	01/01/00	DVW CLI	1		TDY	0 5	\$0.00		
	For. Ag. Service - Angora firms - referred Ed. Cissel							25/09/86		
1551	11/08/86	01/01/00	DVW CLI	1	760000	TDY	0 50	\$0.00		
	Angora Database search							25/09/86		
1553	11/08/86	01/01/00	DVW CLI	1	760000	TDY	0 10	\$0.00		
	Haitian consulate - angora firm - wrong #							25/09/86		

1552	11/08/86	01/01/00	DVW CLI	1	760000	TDY	0	5	\$0.00
Mr. Fiori - Italian embassy checking on firm (angora)							25/09/86		
1554	11/08/86	01/01/00	DVW CLI	1	760000	TDY	0	2	\$0.00
Libby Paper commerce dep. - Haiti (angora) 377-2527							25/09/86		
1559	12/08/86	01/01/00	DVW CLI	1	760000	TDY	0	5	\$0.00
British embassy - 462-1340 to get telex # for London							25/09/86		
Commodity Exchange									
1557	12/08/86	01/01/00	DVW CLI	1	760000	TDY	0	15	\$0.00
Angora - memo to Bob - firm status							25/09/86		
1560	12/08/86	01/01/00	DVW CLI	1	760000	TDY	0	1	\$0.00
Libby Paper -left message (angora firm - Haiti)							25/09/86		
1558	12/08/86	01/01/00	DVW CLI	2	760000	TDY	0	20	\$0.00
Angora - telex to London Commodity Exchange							25/09/86		
1561	19/08/86	01/01/00	DVW CLI	1	760000	TDY	0	10	\$0.00
Libby Paper Deutsche Raring - Angora Firm doesn't exist							25/09/86		
1562	19/08/86	01/01/00	DVW CLI	1	760000	TDY	0	10	\$0.00
Ecuador LOC Library - angora research							25/09/86		
1563	20/08/86	01/01/00	DVW CLI	1	760000	TDY	3	0	\$0.00
Library - angora NAL							25/09/86		

Este Trabajero-- Costo Laboral : \$94.92

1050	21/05/86	01/01/00	FXD DVW	2			0	0	\$0.00
Angora - more info needed							18/07/86		
1042	20/06/86	01/01/00	FXD CLI	1			0	0	\$0.00
Angora - more info needed							18/07/86		
1713	29/08/86	01/01/00	FXD DVW	2	412020		0	0	\$0.00
Angora: we are postponing further information until Mr. Cheek returns from China.							09/01/87		

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 8 43
 Costo Laboral Total: \$94.92
 Otros Costos Total: \$0.00

Costo Total: \$94.92

1021 CHINESE VEGIES--PROFILE

1053	21/05/86	01/01/00	DVW CLI	1		TDY	0	10	\$0.00
Telecon Levi Ying - Chinese vegies							18/07/86		
1062	23/05/86	01/01/00	DVW CLI	3		TDY	0	10	\$0.00
Levi Ying - letter w/profiles - chinese vegies							18/07/86		
1055	23/05/86	01/01/00	DVW CLI	3		TDY	0	10	\$0.00
Levi Ying - chinese vegetables, sent profile							18/07/86		
1080	11/06/86	01/01/00	DVW CLI	1		TDY	0	10	\$0.00
Levi Ying - chinese vegies; doesn't look good							18/07/86		
1107	25/06/86	01/01/00	DVW FXD	2		DVRO01 TDY	0	10	\$0.00
Devres home office staff working hard on profiles							18/07/86		
1112	26/06/86	01/01/00	DVW FXD	2		DVRO02 TDY	0	10	\$0.00
Please respond with list of commodities considered for profiles							18/07/86		
1131	27/06/86	01/01/00	DVW FXD	2		DVRO03 TDY	0	10	\$0.00
Will do profiles for coriander, baby corn, saffron, mache, redicchio							21/07/86		
1118	27/06/86	17/07/86	DVW CLI	1		TDY	0	10	\$0.00
Telecon Levi Ying, chinese vegies							21/07/86		
1203	09/07/86	01/01/00	DVW FXD	2		DVRO07 TDY	0	10	\$0.00
Chinese profiles - sending some tomorrow; rest next week							21/07/86		
1218	10/07/86	01/01/00	DVW CLI	3		TDY	0	10	\$0.00
Profiles Mache, Saffron, Zuchinni mail							21/07/86		
1221	11/07/86	01/01/00	DVW FXD	2		DVRO09 TDY	0	10	\$0.00
Sending profiles Saffron, Mache, Zuchinni							21/07/86		

1051	21/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Chinese vegies - want profiles						18/07/86
1066	27/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Chinese vegies - ranking						18/07/86
1120	27/06/86	01/01/00	FXQ DVW	2	FDX279	0 0	\$0.00
	List of chinese vegies to do profiles						21/07/86
1147	02/07/86	01/01/00	FXQ DVW	2	FDX295	0 0	\$0.00
	Radicchio is not Belgian endive						21/07/86
1146	02/07/86	01/01/00	FXQ DVW	2	FDX295	0 0	\$0.00
	Priorities for profiles - chinese						21/07/86
1201	09/07/86	01/01/00	FXQ DVW	2	FDX337	0 0	\$0.00
	Chinese vegie profiles - need only up to 5						21/07/86
1688	07/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
	ref.0023,pt.3. I agree you suspend all effort on commodity profiles will try to analyze the first 5 you sent and follow up in near future						09/01/87
1644	08/08/86	01/01/00	FXQ DVW	2	500000	0 0	\$0.00
	Review exotic veg article						29/09/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 50
 Costo Laboral Total: \$19.80
 Otros Costos Total: \$0.00

 Costo Total: \$19.80

1022 Planning meetings--Wash DC, June '86

1079	11/06/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
	Telecon Hoover - meetings in DC						18/07/86
1084	13/06/86	01/01/00	DVW CLI	3	TDY	0 10	\$0.00
	Follow-up to Ecuador meetings						18/07/86

Este Trabajero-- Costo Laboral : \$3.60

1052	21/05/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	Visit to DC						18/07/86
1057	23/05/86	01/01/00	AID CLI	1		0 0	\$0.00
	Telecon Giovanni - agenda for meeting						18/07/86
1083	13/06/86	01/01/99	AID CLI	1		0 0	\$0.00
	Jim Finucane - hotel arrangements						18/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1023 Tissue culture labs

1141	30/06/86	01/01/00	DVW FXQ	2	DVR004 TDY	0 10	\$0.00
	Info on Tissue Culture labs						21/07/86
1340	21/07/86	01/01/00	DVW CLI	1	TDY	0 5	\$0.00
	Tissue culture labs - contact Native Plants Inc.						01/08/86
1336	21/07/86	01/01/00	DVW FXQ	2	TDY	0 10	\$0.00
	Tissue culture labs preparation of telex						01/08/86
1338	21/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
	Tissue culture labs - contact Mid States Seed Co.						01/08/86
1337	21/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
	Tissue culture labs - contact Nourse farms						01/08/86
1339	21/07/86	01/01/00	DVW CLI	1	TDY	0 5	\$0.00

Este Trabajero-- Costo Laboral : \$9.00

1073 29/05/86 01/01/00 FXQ DVW 2 0 0 \$0.00
 Tissue culture - need name, address, phone of labs 18/07/86
 1184 07/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Tissue culture labs need names, add 21/07/86
 1722 17/09/86 01/01/00 FXQ DVW 2 0 0 \$0.00
 Contact Univ. of Maryland & Colorado/Research Tissue 13/01/87
 Culture black berries especially @ Univ.of Colo. because
 aid presently funds the tissue culture program.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$9.00
 Otros Costos Total: \$0.00

Costo Total: \$9.00

1024 Hydroponic systems information

1142 30/06/86 01/01/00 DVW FXQ 2 DVR004 TDY 0 10 \$0.00
 Info on Hyrdorganic 21/07/86
 1341 21/07/86 01/01/00 DVW CLI 1 TDY 0 5 \$0.00
 Hydroponic system - contact Hydroculture, Inc. 01/08/86
 1335 21/07/86 01/01/00 DVW FXQ 2 TDY 3 30 \$0.00
 Hydroponic system - preparation of telex 01/08/86

Este Trabajero-- Costo Laboral : \$41.28

1074 29/05/86 01/01/00 FXQ DVW 2 0 0 \$0.00
 Info on Hydrorganic systems 18/07/86
 1185 07/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Hydroponic system - need general info 21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 45
 Costo Laboral Total: \$41.28
 Otros Costos Total: \$0.00

Costo Total: \$41.28

1025 Jiffi pots information

1143 30/06/86 01/01/00 DVW FXQ 2 DVR004 TDY 0 10 \$0.00
 Info on Jeffi pots 21/07/86

Este Trabajero-- Costo Laboral : \$1.80

1075 29/05/86 01/01/00 FXQ DVW 2 0 0 \$0.00
 Info on Jiff pots 18/07/86
 1186 07/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Jiffi pots - medium to develop plants from tissue culture 21/07/86
 1667 25/07/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 JIFFI POTS: NEED PRICES, SIZES, ANY OTHER INFO SUCH AS 18/12/86
 BROCHURES AND CONTACTS WHO WILL SELL THEM TO ECUADOR.
 1355 28/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Jiffi pots - Ball seed to send information and price list 01/08/86
 312/231-3500
 1368 29/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Jiffi pots--telex preparation 01/08/86
 1634 06/08/86 01/01/00 FXQ CLI 1 760000 0 0 \$0.00
 Jiffi pots--Ball Seed Co. 312/ 231-3500 29/09/86

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Este Trabajero-- Costo Laboral :

\$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1026 Administrative--General

1161	03/07/86	01/01/00	DVW FXQ	2	DVR004 TDY	0 10	\$0.00
	Did not receive last telex; re-send						21/07/86
1205	09/07/86	01/01/99	DVW AID	2	AID TDY	0 10	\$0.00
	Contract Amendment #2 received and processed						21/07/86
1299	21/07/86	21/07/86	DVW CLI	2	TDY	4 0	\$0.00
	RRSYS Inputting						24/07/86
1430	22/07/86	01/01/00	DVW CLI	2	TDY	2 30	\$0.00
	Organize Notes/Files.						25/08/86
1428	22/07/86	01/01/00	DVW CLI	2	TDY	0 20	\$0.00
	Retrieve hard copies of Profiles for files.						25/08/86
1325	23/07/86	01/01/00	DVW FXQ	2	DVR014 TDY	0 10	\$0.00
	Sent with DHW -- Baby corn tissue culture, jiffi pots, hydroclonic, RASYS						25/07/86
1330	25/07/86	01/01/00	DVW CLI	3	TDY	1 0	\$0.00
	Rogers -- send copy of status and RRSYS						30/07/86

Este Trabajero-- Costo Laboral :

\$91.82

1077	03/06/86	01/01/00	FXQ DVW	2		0 0	\$0.00
	All requests for profiles, marketing, etc. to be confirmed by letter or telex						18/07/86
1096	16/06/86	01/01/00	FXQ CLI	1		0 0	\$0.00
	Telecon Juana Daicedo - wants Giovanni's #						18/07/86
1106	25/06/86	01/01/00	AID CLI	1		0 0	\$0.00
	PIOT for \$101,000 being processed; sign and return ASAP						18/07/86
1105	25/06/86	01/01/00	FXQ CLI	1		0 0	\$0.00
	Number telexes please						18/07/86
1177	07/07/86	01/01/00	FXQ CLI	1		0 0	\$0.00
	Correa - Devres should decide for FDX what it needs						21/07/86
1215	10/07/86	01/01/00	AID CLI	1		0 0	\$0.00
	Giovanni - will pay \$70,000 today						21/07/86
1631	06/08/86	01/01/00	FXQ DVW	1	500000	0 0	\$0.00
	Review Task List and organize notes						29/09/86
1632	06/08/86	01/01/00	FXQ DVW	1	500000	0 0	\$0.00
	Bio -Data Completion						29/09/86
1645	08/08/86	01/01/00	FXQ DVW	2	500000	0 0	\$0.00
	Survey references re: publications						29/09/86
1647	12/08/86	01/01/00	FXQ DVW	2	500000	0 0	\$0.00
	Research Reference Materials and Meeting						29/09/86
1648	14/08/86	01/01/00	FXQ DVW	2	500000	0 0	\$0.00
	Publications/Resource Material List/Order						29/09/86
1738	03/10/86	01/01/00	FXG DVM	2	412020	0 0	\$0.00
	Guyaquil address is Chimborazo 203 y Velez, Piso 11, our telephone is 516-193.						15/01/87

Este Trabajero-- Costo Laboral :

\$0.00

Este Caso-- Tiempo Total: 8 20

Costo Laboral Total: \$91.82

Otros Costos Total: \$0.00

Costo Total: \$91.82

1027 Rodriguez, do not want red book

1078	11/06/86	01/01/99	FXQ DVW	2		0 0	\$0.00
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Rodriguez - do not want Red book 18/07/86
 1737 30/09/86 01/01/00 FXQ DVW 2 0 0 \$0.00
 We will need Red Book both in Miami and in Ecuador due to 15/01/87
 new expanded floral service. Rgds, EAV

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1028 Paul White--company financial data

1081 13/06/86 25/07/86 AID CLI 1 0 0 \$0.00
 Paul White - CDIE company financial data 18/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1030 NYC Hispanic trade fair

1258 19/06/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
 Caicedo - New York Trade Fair 21/07/86
 1278 24/06/86 01/01/00 DVW FXQ 2 TDY 0 10 \$0.00
 NYC Trade Fair - will attend 21/07/86
 1212 10/07/86 01/01/00 DVW FXQ 2 DVR008 TDY 0 10 \$0.00
 NYC Trade Fair - Cancelled 21/07/86

Este Trabajero-- Costo Laboral : \$5.40

1129 27/06/86 01/01/00 FXQ DVW 2 FDX279 0 0 \$0.00
 NYC Trade Fair - Cancel 21/07/86
 1248 16/07/86 01/01/00 FXQ CLI 1 0 0 \$0.00
 Juana Caicedo - why not attend NYC Trade Fair 21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$5.40
 Otros Costos Total: \$0.00

Costo Total: \$5.40

1031 UFF&VA--change of address

1159 03/07/86 01/01/99 DVW FXQ 2 DVR005 TDY 0 15 \$0.00
 Address at United changed 21/07/86
 1273 24/07/86 01/01/00 DVW FXQ 2 TDY 0 10 \$0.00
 Status United address 21/07/86

Este Trabajero-- Costo Laboral : \$4.50

1125 27/06/86 01/01/00 FXQ DVW 2 FDX279 0 0 \$0.00
 Change United Address 21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 25
 Costo Laboral Total: \$4.50

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Otros Costos Total: \$0.00

Costo Total: \$4.50

1032 Workplan for 1986

1088 16/06/86 01/01/99 DVW AID 2 TDY 0 10 \$0.00
Work plan for 86 sent 18/07/86

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1033 RRSYS--Giovanni trial

1232 15/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Hoover - telex to Giovanni to try RRSYS 21/07/86
1238 15/07/86 01/01/00 DVW FXD 2 AID TDY 0 10 \$0.00
Sent RRSYS to FXD - suggest Giovanni give trial 21/07/86

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$3.60

Otros Costos Total: \$0.00

Costo Total: \$3.60

1034 HONEYDEW--APHIS>import restriction

0000 16/06/86 01/01/00 DVW FXD 2 TDY 0 10 \$0.00
Rumored that honeydew melons will be allowed for one year 18/07/86
1089 16/06/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Telecon Bill Forester, extension honeydew melons 18/07/86
1116 26/06/86 01/01/00 DVW FXD 2 DVRO02 TDY 0 10 \$0.00
Honeydew extension 18/07/86
1111 26/06/86 01/01/99 DVW CLI 1 TDY 0 10 \$0.00
Confirmed that honeydew has one year extension 18/07/86

Este Trabajero-- Costo Laboral : \$7.20

1701 25/08/86 01/01/00 FXD DVW 1 412020 0 0 \$0.00
provide info on importation of honeydews to us from 1985 09/01/87
until present;provide info on exports of honeydews from the
us from 1985-until the present

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40

Costo Laboral Total: \$7.20

Otros Costos Total: \$0.00

Costo Total: \$7.20

1035 SNOW PEAS--APHIS import regulations

1091 16/06/86 01/01/00 DVW FXD 2 TDY 0 10 \$0.00
Rumored that snow peas will be allowed w/fumigation 18/07/86
1090 16/06/86 01/01/00 DVW CLI 1 TDY 0 20 \$0.00
Telecon Bill Forester - snow peas w/fumigation will be
allowed 18/07/86

FDX should act to apply for permit - snowpeas							18/07/86	
1114	26/06/86	01/01/00	DVW FXQ	2	DVR002	TDY	0 30	\$0.00
Snow peas, imports use form 87							18/07/86	
1188	07/07/86	01/01/00	DVW FXQ	2	DVR007	TDY	0 10	\$0.00
Snow peas - have called USDA, will forward info ASAP							21/07/86	
1175	07/07/86	01/01/00	DVW CLI	3		TDY	0 10	\$0.00
Telcon Correa - status snow peas							21/07/86	
1181	07/07/86	01/01/00	DVW CLI	1		TDY	0 20	\$0.00
Eric Taylor - snow peas will require fumigation							21/07/86	
1202	09/07/86	01/01/00	DVW FXQ	2	DVR007	TDY	0 10	\$0.00
Snow peas permit - will contact soonest							21/07/86	
1210	10/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
Bill Forester - snow pea permit ok							21/07/86	
1211	10/07/86	01/01/00	DVW FXQ	2	DVR008	TDY	0 10	\$0.00
Snow peas permit - official word import w/fumigation; North Atlantic only							21/07/86	
1220	11/07/86	01/01/00	DVW FXQ	2	DVR009	TDY	0 5	\$0.00
Snow peas - please respond to yesterday's questions							21/07/86	
1216	11/07/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00
Bill Forester - snow peas transshipment in Miami							21/07/86	
1228	14/07/86	01/01/00	DVW FXQ	2	DVR010	TDY	0 5	\$0.00
Snow pea - still waiting							21/07/86	
1242	15/07/86	01/01/00	DVW FXQ	2	DVR011	TDY	0 5	\$0.00
Still waiting snow pea info							21/07/86	

Este Trabajero-- Costo Laboral : \$30.60

1130	27/06/86	01/01/00	FXQ DVW	2	FDX279		0 0	\$0.00
Send confirmation of snow pea notice							21/07/86	
1170	04/07/86	01/01/00	FXQ DVW	2	FDX317		0 0	\$0.00
Status snow peas - import permit							21/07/86	
1200	09/07/86	01/01/00	FXQ DVW	2	FDX334		0 0	\$0.00
Snow pea permit - urgently needed							21/07/86	
1674	30/07/86	01/01/00	FXQ DVW	2	412020		0 0	\$0.00
PROGRESS IF ANY RE. U.S. RESTRICTIONS SNOW PEA IMPORTATION							23/12/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 50
Costo Laboral Total: \$30.60
Otros Costos Total: \$0.00

Costo Total: \$30.60

1036 Pesticide residue information

1097	16/06/86	01/01/00	DVW CLI	1		TDY	0 20	\$0.00
Pest/other news; cost of publication							18/07/86	
1100	18/06/86	01/01/00	DVW CLI	3		TDY	5 30	\$0.00
Library of Congress & Chem/Pest News Guide							18/07/86	
1256	19/06/86	01/01/00	DVW CLI	3		TDY	1 15	\$0.00
Pest letter - recommend purchase of Pest/Chem Guide							21/07/86	
1255	19/06/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
FDA - best service is Chem/pest News Guide							21/07/86	
1257	19/06/86	01/01/00	DVW FXQ	2		TDY	0 20	\$0.00
Pest/chem telex							21/07/86	
1272	24/06/86	01/01/00	DVW FXQ	2		TDY	0 10	\$0.00
Status Pest list??							21/07/86	
1246	15/07/86	01/01/00	DVW FXQ	2	DVR012	TDY	0 20	\$0.00
Pest/chem news guide - subscription info							21/07/86	

Este Trabajero-- Costo Laboral : \$88.86

1124	27/06/86	01/01/00	FXQ DVW	2	FDX279		0 0	\$0.00
Will send money for Pest/chem news							21/07/86	
1290	21/07/86	01/09/86	FXQ DVW	2	FDX356		0 0	\$0.00

Chem/Pest News -- will send subscription direct, Devres to 24/07/86
 help with follow-up
 1711 26/08/86 01/01/86 FXQ DVW 2 FDX356 0 0 \$0.00
 ref: DEVR 00053 - Yes FDX will change from the magazine to 09/01/87
 guide.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 8 5
 Costo Laboral Total: \$88.86
 Otros Costos Total: \$0.00

Costo Total: \$88.86

1037 New version of rbase available

1243 15/07/86 31/07/86 DVW FXQ 2 DVRO11 TDY 0 10 \$0.00
 New version of R:base 5000 available 21/07/86
 1233 15/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
 Hoover - New version of R:base 5000 21/07/86

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1038 Mailings to USAID/Ecuador

1236 15/07/86 01/01/99 DVW CLI 3 TDY 0 10 \$0.00
 Giovanni - telex traffic July 1-15 21/07/86
 1239 15/07/86 01/01/00 DVW AID 2 AID TDY 0 10 \$0.00
 Sending correspondence July 1-15 21/07/86

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1039 List of Recommended Trade Fairs

1237 15/07/86 01/01/00 DVW CLI 3 TDY 0 10 \$0.00
 List of recommended trade fairs 21/07/86

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1040 Training for leather tanning specialist

1108 25/06/86 01/01/00 DVW FXQ 2 DVRO01 TDY 0 10 \$0.00
 Need more info to pursue training in leather tanning 18/07/86
 1115 26/06/86 01/01/00 DVW FXQ 2 DVRO02 TDY 0 10 \$0.00
 Pending issues from FDX 18/07/86
 1113 26/06/86 01/01/00 DVW FXQ 2 DVRO02 TDY 0 10 \$0.00
 Please advise telex number of Duran leather tanning 18/07/86

9-22 1137 27/06/86 01/01/00 DVW FXQ 3 DVRO02 TDY 0 10 \$0.00

Pending issues from FDX
 1144 30/06/86 01/01/00 DVW FXQ 2 DVR004 TDY 0 10 \$0.00
 Pending issues from FDX 21/07/86
 1244 15/07/86 01/01/00 DVW FXQ 2 DVR012 TDY 0 10 \$0.00
 Progress on training for leather tanning 21/07/86

Este Trabajero-- Costo Laboral : \$10.80

1122 27/06/86 01/01/00 FXQ DVW 2 FDX279 0 0 \$0.00
 Duran info passed to them 21/07/86
 1148 02/07/86 01/01/00 FXQ DVW 2 FDX295 0 0 \$0.00
 Waiting for response from Duran - leather tanning 21/07/86
 1288 21/07/86 31/07/86 FXQ DVW 2 FDX356 0 0 \$0.00
 Sending via mail info on Duran -- answers 20 questions 24/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$10.80
 Otros Costos Total: \$0.00

Costo Total: \$10.80

1041 Hoover--trouble accessing pronet

1252 17/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
 Hoover - trouble accessing Pronet 21/07/86

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1043 UFF&VA--NEW ORLEANS

1086 16/06/86 01/01/00 DVW FXQ 2 TDY 0 10 \$0.00
 Sent info on trade fair -- UNITED 18/07/86
 1093 16/06/86 01/01/00 DVW CLI 3 TDY 0 10 \$0.00
 United Trade Fair application 18/07/86

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1044 Levi Ying--meeting with Correa

1136 27/06/86 01/01/00 DVW FXQ 2 DVR003 TDY 0 10 \$0.00
 Levi Ying - disappointed Corea didn't show for meeting 21/07/86

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1046 SNOW PEAS--NEED CURRENT PRICE

120

2147 08/01/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVR0172-CURRENT SNOW PEAS PRICES-COLD WEATHER IN GUATEMAL
 HAS CUT DOWN PRODUCTION SO PRICES EXPECT TO INCREASE. 22/05/87

Este Trabajero-- Costo Laboral : \$4.80

1323 23/07/86 01/01/00 DVW FXQ 2 DVR014 TDY 0 10 \$0.00
 Pending issues - 25/07/86

Este Trabajero-- Costo Laboral : \$1.80

1891 06/01/87 01/01/00 FXQ DVM 711200 2 412020 0 0 \$0.00
 PLEASE SEND CURRENT PRICES OF SNOW PEAS, IF POSSIBLE BEFORE 22/04/87
 THURSDAY. ALSO, LIQUIDATION 3-86.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.60
 Otros Costos Total: \$0.00

Costo Total: \$6.60

1047 CARDAMOM--TECHNICAL ASSISTANCE

1399 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 5 \$0.00
 Cardamom Expert--Dr. James Soule, U. Florida, 904/372-6252 01/08/86

1403 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 20 \$0.00
 Cardamom Expert--Tom Burns, American Spice Trade Association 01/08/86

1393 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 5 \$0.00
 Cardamom Expert--Tom Burns, American Spice Trade Association, 201/568-2163 01/08/86

1405 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 10 \$0.00
 Cardamom Expert--Fred Rosengarte, World Cardamom Authority, 609/924-4280 01/08/86

1397 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 25 \$0.00
 Cardamom Expert--Dr. Elmo Davis, McCormick, 408/847-1414 01/08/86

1392 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 10 \$0.00
 Cardamom Expert--McCormick & Co. 01/08/86

1402 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 15 \$0.00
 Cardamom Expert--Foreign Agriculture Service to locate Guatemalan agriculture attache, 447-3448 01/08/86

1390 06/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 20 \$0.00
 Cardamom Expert--Contact Rex Dull, USDA, 447-2974 01/08/86

1191 07/07/86 25/07/86 DVW FXQ 2 TDY 1 15 \$0.00
 Cardamom expert 21/07/86

1413 08/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 10 \$0.00
 Cardamom Expert--Herb Strom, worked on Caribbean Basin Initiative, 382-8020 01/08/86

1287 18/07/86 23/07/86 DVW CLI 1 TDY 0 15 \$0.00
 Many Quinlan - cardamom experts 24/07/86

1479 21/07/86 01/01/00 DVW CLI 3 TDY 1 0 \$0.00
 Prepared briefing memos for Dennis on processed commodities, ginger/cardamom experts 21/09/86

1476 21/07/86 01/01/00 DVW CLI 3 DVR016 TDY 1 0 \$0.00
 Prepared briefing memos for Dennis on processed commodities, ginger/cardamom experts 21/09/86

1484 21/07/86 01/01/00 DVW CLI 1 TDY 0 5 \$0.00
 Phone Hank Kestner Ginger, Cardamom contacts 21/09/86

1418 21/07/86 01/01/00 DVW CLI 3 DVR016 TDY 1 0 \$0.00
 Cardamom Expert--prepared memo update for DHW on search status 01/08/86

1407 22/07/86 01/01/00 DVW CLI 1 DVR016 TDY 0 20 \$0.00
 Cardamom Expert--Hank Kaestner, McCormick Spice Purchaser, 01/08/86

1409	22/07/86	01/01/00	DVW CLI	1	DVR016 TDY	0 15	\$0.00
	Cardamom Expert--Dick Ahrens, International Brokers, Inc.,						01/08/86
	201/539-0707						
1486	23/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
	Dick Ahrens - asked about ginger/cardamom questioned						21/09/86
	producing these commodities						
1411	24/07/86	01/01/00	DVW CLI	1	DVR016 TDY	0 20	\$0.00
	Cardamom Expert--Jim Duke, USDA, 344-4419						01/08/86
1489	24/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
	Jim Duke - Ginger, cardamom info. Arranged meeting 7/25						21/09/86
1311	24/07/86	01/01/00	DVW CLI	1	TDY	0 15	\$0.00
	Cardamom Growers Association No Specialist available						25/07/86
1316	24/07/86	01/01/00	DVW FXQ	2	DVR016 TDY	0 10	\$0.00
	Cardamom will be Devres IE						25/07/86
1313	24/07/86	01/01/00	DVW FXQ	2	DVR016 TDY	0 15	\$0.00
	Status Cardamom - poor investment						25/07/86
1512	30/07/86	01/01/00	DVW CLI	1	720600 TDY	0 1	\$0.00
	Dr. Carl Campbell - Ging/Card expert - not in til Monday						25/09/86
1650	20/08/86	01/01/00	DVW CLI	2	720600 TDY	0 10	\$0.00
	Minniffe Travel/Cardamom						29/09/86

Este Trabajero-- Costo Laboral : \$94.82

1151	02/07/86	01/01/00	FXQ DVW	2	FDX297	0 0	\$0.00
	Look for good tech expert cardamon						21/07/86
1172	04/07/86	01/01/00	FXQ CLI	1		0 0	\$0.00
	Cardamom						21/07/86
1167	04/07/86	01/01/00	FXQ DVW	2	FDX317	0 0	\$0.00
	Ref cardamom expert - find Guatamalan, include costs						21/07/86
1662	24/07/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
	FULL SPEED AHEAD ON TA FOR CARDOMAN PER DHW.						16/12/86
1684	07/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
	ref.0023 en rega regarding technicians would like to know						09/01/87
	salary per diem & transportation cost so we can have them						
	in ecuador as soon as possible						
1686	07/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
	ref.0023 en rega regarding technicians for cardamon would						09/01/87
	like to know salary per diem and transportation cost so we						
	can get them to ecuador soon						
1715	19/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
	We have not yet decided on an expert for cardomon.						09/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 8 41
 Costo Laboral Total: \$94.82
 Otros Costos Total: \$0.00

 Costo Total: \$94.82

1048 ACCOUNTING SYSTEM

1275	24/06/86	01/01/00	DVW FXQ	2	TDY	0 10	\$0.00
	Status accounting system?						21/07/86

Este Trabajero-- Costo Laboral : \$1.80

1127	27/06/86	01/01/99	FXQ DVW	2	FDX279	0 0	\$0.00
	Will not purchase accounting system						21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

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1049 GINGER--TECHNICAL ASSISTANCE

1396	06/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Ginger Expert--Cecil Bent, Devres Associate in Jamaica 01/08/86								
1404	06/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Mr. Tom Burns, American Spice Trade Association 01/08/86								
1398	06/07/86	01/01/00	DVW CLI	1	TDY	0	25	\$0.00
Ginger Expert--Dr. Elmo Davis, McCormick, 408/847-1414 01/08/86								
1391	06/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Rex Dull, USDA, 447-2974 01/08/86								
1400	06/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Ginger Expert--Dr. James Soule, U. Florida, 904/372-6252 01/08/86								
1401	06/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Mr. Cecil Bent 01/08/86								
1394	06/07/86	01/01/00	DVW CLI	1	TDY	0	10	\$0.00
Ginger Expert--McCormick & Co., 667-6000 01/08/86								
1421	06/07/86	01/01/00	DVW CLI	1	TDY	0	10	\$0.00
Ginger Expert--Mary Quinlan, Guatemala Ag. Attache's office, 011-502-2-324030 01/08/86								
1192	07/07/86	01/01/00	DVW FXQ	2	DVR007 TDY	0	20	\$0.00
Ginger expert 21/07/86								
1395	07/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Ginger Expert--Tom Burns, American Spice Trade Association, 201/568-2163 01/08/86								
1406	07/07/86	01/01/00	DVW CLI	1	TDY	0	10	\$0.00
Ginger Expert--Mr. Clifford Ranney, California grower, 714/673-1001 01/08/86								
1414	08/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Ginger Expert--Mr. Herb Strom, worked on Caribbean Basin Initiative, 382-8020 01/08/86								
1415	14/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Mr. Minifi, Jamaican grower, interested in job 01/08/86								
1226	14/07/86	01/01/00	DVW FXQ	2	DVR010 TDY	0	10	\$0.00
Status - urgent need for ginger experts 21/07/86								
1293	21/07/86	01/01/00	DVW CLI	3	TDY	0	15	\$0.00
Mr. Minifi -- Ginger expert 24/07/86								
1483	21/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Phone Hank Kestner Ginger, Cardamom contacts 21/09/86								
1480	21/07/86	01/01/00	DVW CLI	3	TDY	1	0	\$0.00
Prepared briefing memos for Dennis on processed commodities, ginger/cardamom experts 21/09/86								
1477	21/07/86	01/01/00	DVW CLI	3	TDY	1	0	\$0.00
Letter to Mr. Minifi sent AF (ginger specialist) 21/09/86								
1416	21/07/86	01/01/00	DVW CLI	3	TDY	1	0	\$0.00
Ginger Expert--Mr. Minifi, letter requesting daily rate, sending Associate Package 01/08/86								
1419	21/07/86	01/01/00	DVW CLI	3	TDY	1	0	\$0.00
Ginger Expert--prepared memo for DHW on search status 01/08/86								
1478	21/07/86	01/01/00	DVW CLI	1	TDY	0	5	\$0.00
Phoned David Chase--get Mr. Minifi address request he sent daily safe 21/09/86								
1417	21/07/86	01/01/00	DVW CLI	3	TDY	0	5	\$0.00
Ginger Expert--David Chase, get address for Mr. Minifi 01/08/86								
1408	22/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Mr. Hank Kaestner, McCormick Spice Purchaser, 301/683-5013 01/08/86								
1410	22/07/86	01/01/00	DVW CLI	1	TDY	0	20	\$0.00
Ginger Expert--Mr. Dick Ahrens, International Brokers, Inc., 201/539-0707 01/08/86								
1487	23/07/86	01/01/00	DVW CLI	1	TDY	0	10	\$0.00
Dick Ahrens - asked about ginger/cardamom questioned producing these commodities 21/09/86								

1320	23/07/86	01/01/00	DVW CLI	1		TDY	0	20	\$0.00
Minify -- Jamaican Ginger 200 day/reference								25/07/86	
1485	23/07/86	01/01/00	DVW CLI	1		TDY	0	1	\$0.00
Dick Ahrens IBI - Left message for ginger expert								21/09/86	
1315	24/07/86	01/01/00	DVW FXQ	2	DVR016	TDY	0	10	\$0.00
TA Ginger--will be Devres IE								25/07/86	
1412	24/07/86	01/01/00	DVW CLI	1		TDY	0	20	\$0.00
Ginger Expert--Mr. Jim Duke, USDA, 344-4419								01/08/86	
1490	24/07/86	01/01/00	DVW CLI	1		TDY	0	10	\$0.00
Jim Duke - Ginger, cardamom info. Arranged meeting 7/25								21/09/86	
1505	28/07/86	01/01/00	DVW CLI	1	720200	TDY	0	10	\$0.00
K. Roache - experts								25/09/86	
1420	28/07/86	01/01/00	DVW CLI	1		TDY	0	5	\$0.00
Ginger Expert--Keith Roache, Jamaica Ag. Development Foundation, 809/929-8090								01/08/86	
1504	28/07/86	01/01/00	DVW CLI	1	720200	TDY	0	5	\$0.00
K. Roache Ginger Expert - on phone will call back								25/09/86	
1511	30/07/86	01/01/00	DVW CLI	1	720200	TDY	0	1	\$0.00
Dr. Carl Campbell - Ginger/Cardamom expert - not in til Monday								25/09/86	
1521	01/08/86	01/01/00	DVW CLI	1	720200	TDY	0	10	\$0.00
Paul Kierkiewicz - Ginger expert, clarif., grower.								25/09/86	

Este Trabajero-- Costo Laboral : \$108.50

1152	02/07/86	01/01/00	FXQ DVW	2	FDX297		0	0	\$0.00
Need tech expert ginger and bring seed								21/07/86	
1173	04/07/86	01/01/00	FXQ CLI	1			0	0	\$0.00
Ginger.- w/seeds								21/07/86	
1168	04/07/86	01/01/00	FXQ DVW	2	FDX317		0	0	\$0.00
Ref Ginger - need expert for August - bring seed								21/07/86	
1661	24/07/86	01/01/00	FXQ DVW	2	412020		0	0	\$0.00
FULL SPEED AHEAD ON TA FOR GINGER PER DHW.								16/12/86	
1685	07/08/86	01/01/00	FXQ DVW	2	412020		0	0	\$0.00
ref.0023 en reña regarding technicians for ginger would like to know the salary per diem and transportation cost so we can get them to ecuador soon								09/01/87	
1695	18/08/86	01/01/00	FXQ DVW	2	412020		0	0	\$0.00
send ginger expert to ecuador group is ready to receive him from 21 st. of august								09/01/87	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 9 57
 Costo Laboral Total: \$108.50
 Otros Costos Total: \$0.00

 Costo Total: \$108.50

1050 MOLLUSKS--TECHNICAL ASSISTANCE

1193	07/07/86	01/01/00	DVW FXQ	2	DVR007	TDY	4	0	\$0.00
Mollusk farming response								21/07/86	
1227	14/07/86	01/01/00	DVW FXQ	2	DVR010	TDY	0	30	\$0.00
Mollusk training								21/07/86	
1224	14/07/86	01/01/00	DVW CLI	3		TDY	0	30	\$0.00
Giovanni - Mollusk farming w/brochure								21/07/86	
1245	15/07/86	01/01/00	DVW FXQ	2	DVR012	TDY	0	10	\$0.00
Mollusk farming - letter sent last week								21/07/86	
1343	24/07/86	01/01/00	DVW CLI	1		TDY	0	10	\$0.00
TA Mollusk--contact Dr. John Manzi c/o Western Bonaventure Hotel 213/624-1000								01/08/86	
1347	24/07/86	01/01/00	DVW CLI	1		TDY	0	20	\$0.00
TA Mollusk--contact Dr. Richard Ford, San Diego State University 619/265-6523								01/08/86	

	TA Mollusk--will be Devres IE							25/07/86
1346	24/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Dr. Michael Rice c/o parents							01/08/86
	408/272-2127							
1345	24/07/86 01/01/00 DVW CLI	1		TDY	0	1	\$0.00	
	TA Mollusk--contact Dr. Michael Rice c/o sister							01/08/86
	714/636-2290							
1342	24/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Dr. John Manzi 803/795-6350							01/08/86
1344	24/07/86 01/01/00 DVW CLI	1		TDY	0	2	\$0.00	
	TA Mollusk--contact Dr. Michael Rice 714/856-2688							01/08/86
1351	25/07/86 01/01/00 DVW CLI	1		TDY	0	10	\$0.00	
	TA Mollusk--contact World Aquaculture Society at Louisiana							01/08/86
	State University, Baton Rouge 504/388-3137							
1349	25/07/86 01/01/00 DVW CLI	1		TDY	0	15	\$0.00	
	TA Mollusk--contact Dr. Mike Rice 714/856-2688							01/08/86
1354	25/07/86 01/01/00 DVW CLI	1		TDY	2	30	\$0.00	
	TA Mollusk--review of fisheries resumes							01/08/86
1353	25/07/86 01/01/00 DVW CLI	1		TDY	0	20	\$0.00	
	TA Mollusk--contact Jurgen Winter, Entro Investigaciones							01/08/86
	Marinas, Universidat Austral							
1350	25/07/86 01/01/00 DVW CLI	1		TDY	0	3	\$0.00	
	TA Mollusk--contact Dr. Richard Phelegher, National Science							01/08/86
	Department at San Diego State Univ 619/265-5157							
1352	25/07/86 01/01/00 DVW CLI	1		TDY	0	3	\$0.00	
	TA Mollusk--contact James J. Sullivan UC San Diego/Sea							01/08/86
	Grant 619/452-4600							
1348	25/07/86 28/07/86 DVW CLI	1		TDY	0	3	\$0.00	
	TA Mollusk--contact Dr. Richard Ford, of San Diego State							01/08/86
	University at Marine center in England 011-44-1-874-9832							
1359	29/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Univ of Maryland Ag Experiment							01/08/86
	Station/Marine Study 454-6721							
1367	29/07/86 01/01/00 DVW CLI	1		TDY	0	2	\$0.00	
	TA Mollusk--contact Univ of Delaware, 302/451-8062							01/08/86
1363	29/07/86 01/01/00 DVW CLI	1		TDY	0	10	\$0.00	
	TA Mollusk--contact Chad Walster 287-3757							01/08/86
1362	29/07/86 01/01/00 DVW CLI	1		TDY	0	10	\$0.00	
	TA Mollusk--contact Virginia Inst Marine Sci, College of Wm							01/08/86
	and Mary, Dr. Michael Castagna							
1357	29/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Dr. Neil Bourne/Canada 604/756-7037							01/08/86
1358	29/07/86 01/01/00 DVW CLI	1		TDY	0	15	\$0.00	
	TA Mollusk--review resume of Dr. Ford							01/08/86
1361	29/07/86 01/01/00 DVW CLI	1		TDY	0	20	\$0.00	
	TA Mollusk--contact Horn Point Lab, Cambridge, MD, Dr.							01/08/86
	Victor Kennedy 228-8200							
1366	29/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Aquaculture Extension Office, US Davis,							01/08/86
	916/752-7490							
1365	29/07/86 01/01/00 DVW CLI	1		TDY	0	15	\$0.00	
	TA Mollusk--contact UC San Diego, Lindy Magapa,							01/08/86
	619/452-4440							
1360	29/07/86 01/01/00 DVW CLI	1		TDY	0	10	\$0.00	
	TA Mollusk--contact Univ of Maryland, Dr. Robert Menzer							01/08/86
	454-3714							
1469	29/07/86 01/01/00 DVW CLI	1		TDY	0	3	\$0.00	
	Dr. Neil Bourne.							25/08/86
1364	29/07/86 01/01/00 DVW CLI	1		TDY	0	5	\$0.00	
	TA Mollusk--contact Dr. James Sullivan, Sec/Institute of							01/08/86
	Marine Resources 619/452-4440							
1448	29/07/86 01/01/00 DVW CLI	1		TDY	0	20	\$0.00	
	Horn Point Lab, Cambridge, MD 228-8200. Dr. Victor							25/08/86
	Kennedy.							
1356	29/07/86 01/01/00 DVW CLI	1		TDY	1	0	\$0.00	
	TA Mollusk--contact Dr. James Sullivan, Sec/Institute of							01/08/86
	Marine Resources 619/452-4440							

1371	30/07/86	01/01/00	DVW	CLI	3		TDY	1	0	\$0.00
TA Mollusk--OIS file checking, resume review										
1373	30/07/86	01/01/00	DVW	CLI	1		TDY	0	3	\$0.00
TA Mollusk--contact Dr. Neil Bourne 604/756-7037										
1369	30/07/86	01/01/00	DVW	CLI	1		TDY	0	30	\$0.00
TA Mollusk--contact Michael Castagna, VA Inst. Marine Science, will send resume										
1370	30/07/86	01/01/00	DVW	CLI	1		TDY	0	30	\$0.00
TA Mollusk--discussion with project research officer, re status										
1372	30/07/86	01/01/00	DVW	CLI	1		TDY	0	5	\$0.00
TA Mollusk--contact Neil Bourne 604/756-7037										

Este Trabajero-- Costo Laboral : \$160.48

1154	02/07/86	01/01/00	FXQ	DVW	2	FDX297		0	0	\$0.00
Techniques for mollusk farming										
1171	04/07/86	01/01/00	FXQ	CLI	1			0	0	\$0.00
Mollusks										
1169	04/07/86	01/01/00	FXQ	DVW	2	FDX317		0	0	\$0.00
Mollusk farming - scientific names										
1289	21/07/86	31/07/86	FXQ	DVW	2	FDX356		0	0	\$0.00
Mollusk farming -- give status on experts with costs										
1295	21/07/86	01/01/00	FXQ	CLI	1			0	0	\$0.00
Correa -- Mollusks, need expert sooner than January										
1660	24/07/86	01/01/00	FXQ	DVW	2	412020		0	0	\$0.00
FULL SPEED AHEAD ON TA FOR MOLLUSKS, per DHW.										
1570	31/07/86	01/01/00	FXQ	CLI	1	760000		0	0	\$0.00
Review Kennedy resume (U of MD)/Mollusks										
1568	31/07/86	01/01/00	FXQ	CLI	1	760000		0	0	\$0.00
Dr. Neil Bourne, Mollusks										
1583	01/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Michael Castagna/Mollusks (804) 787-3280										
1605	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Mr. Floyd Bagley Ref: CASTAGNA										
1592	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Mr. Gordon Hayes 206-765-3474										
1589	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. Manzi 803-795-6350										
1588	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. William Pennell 604 753-3251										
1585	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Review Aquaculture Publication for referrals										
1596	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. Neil Bourne										
1593	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. Frank Perkins 804-642-7102										
1623	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Castagna Ref Vernon Hayes 206/765-3474										
1595	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. Robert Malouf/Marine Science Res. Ctr. 516-246-3529										
1590	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. W. Pennell										
1591	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Mr. Floyd Bagley, Hilton Seafoods 206-281-4010										
1606	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. Neil Bourne										
1587	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. William Pennell 604-753-3245										
1594	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. M.R. Corriker/Col. of Marine Studies Res. Ctr.										
1586	04/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Dr. John Manzi 803-795-6350										
1622	05/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00
Mr. T.H. Butler 604/758-7602										
1630	05/08/86	01/01/00	FXQ	CLI	1	751000		0	0	\$0.00

Mollusk Telex							29/09/86
1625	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Cr. Michael Peirson/ Castagna 804-678-7896							29/09/86
1618	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Dr. Neil Bourne 604/756-7037							29/09/86
1621	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Will Call Ref for Bourne Dr. K.K. Chew 206-548-4290							29/09/86
1626	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Dr. Frank Perkins 804/678-7896							29/09/86
1657	05/08/86	01/01/00	FXQ CLI	2	751000	0 0	\$0.00
Castagna Ref/Mollusk Dr. Frank Perkins							29/09/86
1624	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Vernon Hayes 206/281-4021 or 281-4010							29/09/86
1627	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Dr. Beamisch Bourne 604-756-7040							29/09/86
1620	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Bourne Ref Mr. T. H. Butler 604-756-7000							29/09/86
1619	05/08/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Dr. RJ Beamisch, Bourne Ref, 604/756-7000							29/09/86
1687	07/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
ref.0023 en rega regarding technicians for mollusk, would like to know the salary per diem and transportation cost so we can get them to ecuador soon							09/01/87
1642	08/08/86	01/01/00	FXQ DVW	2	751000	0 0	\$0.00
Mollusk Castagna Budget							29/09/86
1652	15/08/86	01/01/00	FXQ CLI	2	751000	0 0	\$0.00
Make files Mollusk Experts							29/09/86
1649	20/08/86	01/01/00	FXQ DVW	2	751000	0 0	\$0.00
Mollusk Telex							29/09/86
1712	29/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Group interested in moluskos in Ecuador has decided to contact Mr. Castagna. They want him to be here around the 15 of September. Confirm and speak to Giovanni							09/01/87
1651	03/09/86	01/01/00	FXQ CLI	1	751000	0 0	\$0.00
Molluses - call other 4 contenders							29/09/86
1725	24/09/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Response to telex of 8/19 refering to the travel plans of Mr. Castagna - he will be diving, therefore he needs to bring own mask & regulator.							15/01/87
1723	24/09/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Response to telex of 8/19 refering to the travel plans of Mr. Castagna - he will be diving, therefore he needs to bring owns mask andregulator.							13/01/87
1728	24/09/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Response to telex of 8/19 refering to the travel plans of Mr. Castagna - he will be diving, therefore he needs to bring own mask & regulator.							15/01/87
1731	24/09/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Response to telex of 8/19 refering to the travel plans of Mr. Castagna - he will be diving, therefore he needs to bring own mask & regulator.							15/01/87
1733	30/09/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
In response to your memorandum 9/30. EAV will follow-up on Mr. Castagna's EGPT.							15/01/87
1736	01/10/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
als. call FXQ immediately ref. Mr. Castagna. Impossible connection from Ecuador.							15/01/87
1735	01/10/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Pls. call FXQ immediately ref. Mr. Castagna. Impossible connection from Ecuador.							15/01/87
1744	02/10/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Guayaquil up to date ref. Castagna. Rgds, EZ							15/01/87
1740	07/10/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
Consultation truncated due nat. holiday Oct. 9. Fly Quito Fri. arrive DC 19:30 Oct. 10. M. Castagna.							15/01/87
1741	08/10/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00

Another plan rev Lvs Guayaquil for Quito 1800 Oct.9 will be at Los Alpes Hotel 10/9 & 10. Mtg.FXQ 10/10. Pls. rsv rm. & arrange return Norfolk flt 15/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 14 40
 Costo Laboral Total: \$160.48
 Otros Costos Total: \$0.00

Costo Total: \$160.48

1051 Hard disk blew up at FEDEXPOR

1155 02/07/86 18/07/86 DVW CLI 1 TDY 0 10 \$0.00
 Hard disk blew up on Friday; need to reformat 21/07/86
 1204 09/07/86 01/01/00 DVW FXQ 2 DVR007 TDY 0 10 \$0.00
 Hard disk - P. Hoover will call 21/07/86

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1053 Pronet information--weekly data transmtn

1157 03/07/86 01/01/00 DVW FXQ 2 DVR005 TDY 1 15 \$0.00
 Pronet info - week 7/3 21/07/86
 1223 11/07/86 01/01/99 DVW FXQ 2 DVR009 TDY 0 10 \$0.00
 Pronet info for 7/11 21/07/86
 1475 28/08/86 01/01/00 DVW CLI 2 DVR061 TDY 1 0 \$0.00
 Pronet info - strawberry and melon terminal market prices for 8/27. 28/08/86

Este Trabajero-- Costo Laboral : \$26.62

1742 09/10/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 Impossible to do MODEM W/INFORDE. The unic person that is there is going right now. Pls. could you do this at 3:30 P..M. 15/01/87
 1848 30/01/87 01/01/00 FXQ DVM 621000 2 412020 0 0 \$0.00
 The inforde computer is busy and the job can not be stopped so transmit information on Monday. 27/04/87
 1775 06/03/87 01/01/87 FXQ DVM 621000 2 412020 0 0 \$0.00
 Pronet--Nelson waiting at inforde for your call. 27/04/87
 1809 27/03/87 01/01/00 FXQ DVM 411087 2 412020 0 0 \$0.00
 Pronet prices can not be transmitted today because Sonia is not here, and we do not have authorization from Inforde to use the machine to receive information. Lets do it on Monday. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 25
 Costo Laboral Total: \$26.62
 Otros Costos Total: \$0.00

Costo Total: \$26.62

1055 References for three companies

1426 21/07/86 01/01/00 DVW CLI 3 TDY 0 15 \$0.00
 Memo ref company ref checks. 25/08/86

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1427	21/07/86	29/07/86	DVW CLI	3	TDY	0 30	\$0.00
Telex to GGMI references: Thailand, Hong Kong, Italy.							25/08/86
1377	21/07/86	01/01/00	DVW FXD	2	TDY	0 30	\$0.00
References for Global Gardens--telex to GGMI references in Thailand, Hong Kong, Thailand							01/08/86
1374	21/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
References for Global Gardens--contact Global Gardens Marketing International, 914/358-8200							01/08/86
1375	21/07/86	01/01/00	DVW CLI	3	TDY	0 15	\$0.00
References for Global Gardens--write letter to Marcus of Global Gardens Marketing International							01/08/86
1424	21/07/86	01/01/00	DVW CLI	3	TDY	0 15	\$0.00
Write letter to Marcus of GGMI.							25/08/86
1423	21/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
Global Gardens Mktg Int'l (914) 358-8200.							25/08/86
1376	21/07/86	01/01/00	DVW CLI	3	TDY	0 15	\$0.00
Memo on company reference checks status							01/08/86
1305	22/07/86	01/01/00	DVW CLI	2	TDY	0 10	\$0.00
References for Global Gardens (3)							25/07/86
1378	22/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
Contact National Association of Credit Managers							01/08/86
1429	22/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
National Assoc. Credit Managers.							25/08/86
1437	25/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
USA Trade Inc., reference as importer (212) 599-7944.							25/08/86
1379	25/07/86	01/01/00	DVW CLI	1	TDY	0 1	\$0.00
Contact USA Trade Inc, reference as importer 212/599-7944							01/08/86
1438	25/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
USA Trade Inc. (212) 599-6669.							25/08/86
1380	25/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
References for Global Gardens--contact USA Trade Inc., 212/599-6669							01/08/86
1381	28/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
References for Global Gardens--contact USA Trade Inc., 212/599-6669							01/08/86
1449	28/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
Red Book/Private Sector (800) 255-5113. Re: Credit checks. Mr. Chuck Cure.							25/08/86
1446	28/07/86	01/01/00	DVW CLI	1	TDY	0 20	\$0.00
TRW/Commercial relations (714) 385-7331.							25/08/86
1445	28/07/86	01/01/00	DVW CLI	1	TDY	0 5	\$0.00
TRW Re: Credit checks (301) 621-8781.							25/08/86
1382	28/07/86	01/01/00	DVW CLI	1	TDY	0 15	\$0.00
Contact TRW--credit checks on companies, 301/621-8781							01/08/86
1383	28/07/86	01/01/00	DVW CLI	1	TDY	0 20	\$0.00
Contact TRW Commercial Relations, 714/385-7331							01/08/86
1444	28/07/86	01/01/00	DVW CLI	1	TDY	0 30	\$0.00
USA Trade Inc.							25/08/86
1457	29/07/86	01/01/00	DVW CLI	3	TDY	1 45	\$0.00
Company ref checks/telex preparation.							25/08/86
1386	29/07/86	01/01/00	DVW CLI	2	TDY	1 45	\$0.00
Company reference checks Telex preparation							01/08/86
1385	29/07/86	01/01/00	DVW CLI	2	TDY	0 20	\$0.00
GGMI refs telex followup							01/08/86
1450	29/07/86	01/01/00	DVW CLI	2	TDY	0 20	\$0.00
GGMI refs Telex follow-up.							25/08/86
1384	29/07/86	01/01/00	DVW CLI	1	TDY	0 10	\$0.00
Red Book/Private Sector, Mr. Chuck Cure, RE:credit checks, 1-800-255-5113							01/08/86
1459	30/07/86	01/01/00	DVW CLI	1	TDY	0 15	\$0.00
Andrew Ross/Republic National Bank/Company Refs.							25/08/86
1387	30/07/86	01/01/00	DVW CLI	1	TDY	0 15	\$0.00
Contact Chuck Cure, Red Book, 1-800-255-5113							01/08/86
1462	30/07/86	01/01/00	DVW CLI	2	TDY	0 30	\$0.00
ProNet/Standard & Poors DataBase. Company Ref. Checks.							25/08/86
1389	30/07/86	01/01/00	DVW CLI	2	TDY	0 30	\$0.00

Database

1458	30/07/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00
	Chuck Curl/Red Book (590) (800) 255-5113.							25/08/86
1388	30/07/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00
	Contact Andrew Ross, Republic National Bank on reference checks, 212/930-6000							01/08/86

Este Trabajero-- Costo Laboral : \$142.90

1166	03/07/86	01/01/00	FXQ DVW	2	FDX300		0 0	\$0.00
	Check references for 3 companies							21/07/86
1569	31/07/86	01/01/00	FXQ CLI	3	850000		0 0	\$0.00
	Company ref checks. Review USA Trade Intro Materials							26/09/86
1607	04/08/86	01/01/00	FXQ DVW	2	500000		0 0	\$0.00
	Telex re: Trade ref checks							29/09/86
1636	06/08/86	01/01/00	FXQ DVW	2	500000		0 0	\$0.00
	Trade refs telex							29/09/86
1635	06/08/86	01/01/00	FXQ CLI	1	500000		0 0	\$0.00
	Trade Refs Chuck Curl Red Book 1-800-255-5113 (590)							29/09/86
1639	07/08/86	01/01/00	FXQ CLI	1	500000		0 0	\$0.00
	David Marcus, GGMI							29/09/86
1638	07/08/86	01/01/00	FXQ CLI	1	500000		0 0	\$0.00
	Trade contacts - attempt to reach David Marcus							29/09/86
1640	07/08/86	01/01/00	FXQ CLI	1	500000		0 0	\$0.00
	Telex RE: David Marcus/Alberto Banbach							29/09/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 13 11
 Costo Laboral Total: \$142.90
 Otros Costos Total: \$0.00

Costo Total: \$142.90

1056 Handbook for vegie growers

1482	21/07/86	01/01/00	DVW CLI	1		TDY	1 0	\$0.00
	Called various bookstores, publisher to order Knotts Handbook for Veg. Growing							21/09/86

Este Trabajero-- Costo Laboral : \$11.06

1298	21/07/86	01/01/00	FXQ CLI	1			0 0	\$0.00
	Handbook for vegie growers							24/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$11.06
 Otros Costos Total: \$0.00

Costo Total: \$11.06

1057 Travel clearance requests

1195	07/07/86	01/01/00	DVW AID	2		TDY	0 10	\$0.00
	Travel clearance requested DHW - EAV							21/07/86
1301	18/07/86	01/01/00	DVW CLI	2		TDY	0 10	\$0.00
	Dennis -- trip prep with Amy							24/07/86
1328	22/07/86	01/01/00	DVW FXQ	2		TDY	0 10	\$0.00
	DHW -- Hotel stays, travel plans							25/07/86
1327	23/07/86	01/01/00	DVW AID	2	DVR015	TDY	0 10	\$0.00
	Travel arrangements - Wood and Villasenor							25/07/86
2770	28/08/87	01/01/00	DVM AID	2		TDY	0 20	\$0.00

Este Trabajero-- Costo Laboral : \$10.80

Este Caso-- Tiempo Total: 1 0
Costo Laboral Total: \$10.80
Otros Costos Total: \$0.00

Costo Total: \$10.80

1058 MIS--telecommunication capability

1321 22/07/86 23/07/86 DVW CLI 1 TDY 0 10 \$0.00
Hoover -- modem communicating failed, will try again 25/07/86
1322 23/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Hoover -- modem works !! 25/07/86
1324 23/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Hoover -- visit to DC Friday July 25 25/07/86

Este Trabajero-- Costo Laboral : \$5.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$5.40
Otros Costos Total: \$0.00

Costo Total: \$5.40

1059 National Food Brokers Convention

1209 10/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
National Food Brokers Convention - 5 Dec 86 21/07/86

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1060 RRSYS--system development

1253 17/06/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Hoover - modify RRSYS 21/07/86
1099 18/06/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
P. Hoover - RRSYS finished 18/07/86
1280 24/06/86 01/01/00 DVW FXQ 2 TDY 0 10 \$0.00
RRSYS complete to be sent after trial 21/07/86
1160 03/07/86 01/01/00 DVW FXQ 2 DVR005 TDY 0 10 \$0.00
RRSYS will be sent 21/07/86
1222 11/07/86 01/01/00 DVW FXQ 2 DVR009 TDY 0 10 \$0.00
Sending RRSYS 21/07/86
1219 11/07/86 01/01/00 DVW CLI 3 TDY 0 10 \$0.00
RRSYS in mail 21/07/86
1304 22/07/86 01/01/00 DVW CLI 1 TDY 0 10 \$0.00
Hoover -- changes in RRSYS case# data transmission 25/07/86
1564 31/07/86 01/01/00 DVW DVW 2 650000 TDY 1 30 \$0.00
Update and Summarize RRSYS Entries for Jan T. 25/09/86

Este Trabajero-- Costo Laboral : \$29.06

Este Caso-- Tiempo Total: 2 40
Costo Laboral Total: \$29.06
Otros Costos Total: \$0.00

Costo Total: \$29.06

1061 Tavilla--John Williams, what's with FDX?

1214	10/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
John Williams of Tavilla - what happened to FEDEXPOR?							21/07/86	
1213	10/07/86	01/01/00	DVW FXQ	2	DVRO08	TDY	0 10	\$0.00
John Williams Tavilla--what's up with FEDEXPOR?							21/07/86	

Este Trabajero-- Costo Laboral : \$3.60

1422	16/07/86	01/01/00	FXQ DVW	2	FDX354		0 0	\$0.00
John Williams of Tavilla--depends on Adolfo Rodriguez from Agrifim. We have already informed him							01/08/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1062 GINGER--SAMPLES 7/86

1259	19/06/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
Mark Oleskie - project work							21/07/86	
1317	24/07/86	01/01/00	DVW FXQ	2	DVR016	TDY	0 10	\$0.00
Ginger root samples -- assume you men seed							25/07/86	

Este Trabajero-- Costo Laboral : \$3.60

1663	24/07/86	01/01/00	FXQ DVW	2	412020		0 0	\$0.00
PURCHASE AND SEND TO GIOVANNI SAMPLES OF GINGER ROOT FROM JAMAICA AND FAR EAST PER DHW.							16/12/86	

1329	25/07/86	31/07/86	FXQ CLI	1			0 0	\$0.00
Ginger -- send samples obtained in Miami for comparison							30/07/86	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1063 PIGEON PEAS--Prices

1432	22/07/86	01/01/00	DVW CLI	1		TDY	0 5	\$0.00
Brockway Inc. (813) 621-5631. Dry goods only.							25/08/86	
1433	24/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
Crown, Cork and Seal Co. (404) 892-1988.							25/08/86	
1431	24/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00
American Int'l Can Co. (305) 836-8650.							25/08/86	
1441	28/07/86	01/01/00	DVW CLI	1		TDY	0 5	\$0.00
Pigeon Peas, Winn Dixie (904) 783-5316. Mr. Lincoln Meena.							25/08/86	
1443	28/07/86	01/01/00	DVW CLI	1		TDY	0 5	\$0.00
Pigeon Peas, Winn Dixie. J.W. Sells.							25/08/86	
1439	28/07/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00
Crown, Cork and Seal/Cans (404) 829-1988.							25/08/86	
1447	28/07/86	01/01/00	DVW CLI	3		TDY	0 20	\$0.00
Discussion with Tim Y.							25/08/86	
1440	28/07/86	01/01/00	DVW CLI	1		TDY	0 15	\$0.00
Crown, Cork and Seal/Cans, Phila. office (215) 698-5248. Mr. Thoma, VP Int'l Sales.							25/08/86	
1442	28/07/86	01/01/00	DVW CLI	1		TDY	0 5	\$0.00
Pigeon Peas, Winn Dixie (904) 783-5000. J.W. Sells.							25/08/86	
1453	29/07/86	01/01/00	DVW CLI	1		TDY	0 10	\$0.00

	Pigeon Peas Safeway (415) 944-4000.					25/08/86
1451	29/07/86 01/01/00 DVW CLI	2		TDY	0 10	\$0.00
	Pigeon Peas/Access data profile.					25/08/86.
1452	29/07/86 01/01/00 DVW CLI	1		TDY	0 3	\$0.00
	Pigeon Peas Park Avenue Banana/Ben Watnik (212) 369-7017.					25/08/86
1455	29/07/86 01/01/00 DVW CLI	1		TDY	0 15	\$0.00
	Pigeon Peas Publix Groceries, Fred Langford.					25/08/86
1456	29/07/86 01/01/00 DVW CLI	3		TDY	0 5	\$0.00
	Cans for Pigeon Peas/Telex preparation.					25/08/86
1454	29/07/86 01/01/00 DVW CLI	1		TDY	0 5	\$0.00
	Pigeon Peas Public Supermarket (613) 686-4874.					25/08/86
1465	30/07/86 01/01/00 DVW CLI	1		TDY	0 5	\$0.00
	American Int'l Cans, George Castel (305) 836-8650.					25/08/86
1473	30/07/86 01/01/00 DVW CLI	1		TDY	0 20	\$0.00
	Pigeon Peas GOYA Foods Inc. (718) 499-4000.					25/08/86
1460	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	Pigeon Peas, Daniel O'Brien (305) 445-0913.					25/08/86
1461	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	American Int'l Cans (305) 836-8650.					25/08/86
1468	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	CANS/Crown, Cork & Seal (215) 698-5248.					25/08/86
1467	30/07/86 01/01/00 DVW CLI	1		TDY	0 20	\$0.00
	Pigeon Peas Safeway Warehouse Manager, Landover, MD. David Frye, Mgr. Maurice Rhyehart (301) 386-6675.					25/08/86
1470	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	Daniel O'Brian (305) 445-0913; 435-8764.					25/08/86
1471	30/07/86 01/01/00 DVW CLI	1		TDY	0 15	\$0.00
	Daniel O'Brian/Pigeon Peas.					25/08/86
1464	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	Pigeon Peas/Bureau of Labor Stats 272-5173.					25/08/86
1463	30/07/86 01/01/00 DVW CLI	1		TDY	0 10	\$0.00
	Pigeon Peas/Jane Kriwinski, Safeway (415) 944-4105					25/08/86
1474	30/07/86 01/01/00 DVW CLI	3		TDY	0 20	\$0.00
	Telex draft Pigeon Peas/Jiffi Pots and organize notes.					25/08/86
1472	30/07/86 01/01/00 DVW CLI	1		TDY	2 0	\$0.00
	Safeway Landover, Maurice Rhyehart.					25/08/86
1466	30/07/86 01/01/00 DVW CLI	2		TDY	0 30	\$0.00
	Safeway visit re: Pigeon Peas.					25/08/86

Este Trabajero-- Costo Laboral : \$77.56

1670	24/07/86 01/01/00 FXQ DVW	2	412020		0 0	\$0.00
	CANNED PIGEON PEA PRICES, NEEDED AT LEAST MONTHLY FOR LAST 12 MONTHS.					23/12/86
1666	24/07/86 01/01/00 FXQ DVW	2	412020		0 0	\$0.00
	CANNED PIGEON PEA PRICES, NEEDED AT LEAST MONTHLY FOR LAST 12 MONTHS.					18/12/86
1664	24/07/86 01/01/00 FXQ DVW	2	412020		0 0	\$0.00
	PROVIDE WHOLESALE OR RETAIL PRICES FOR CANNED PIGEON PEAS PER DHW.					16/12/86
1673	30/07/86 01/01/00 FXQ DVW	2	412020		0 0	\$0.00
	REQUEST FOR PRICES U.S. FOR CANNED PIGEON PEAS.					23/12/86
1565	31/07/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	Directory Assist/Puerto Rico Re: Pigeon Peas					25/09/86
1566	31/07/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	El Jibarito, Puerto Rico Pigeon Peas					26/09/86
1572	31/07/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	El Jibarito, Puerto Rico Pigeon Peas					26/09/86
1615	04/08/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	Safeway/Pigeon Peas/ 386-6731					29/09/86
1597	04/08/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	Pigeon Peas/Safeway/Tom Green 386-6729					29/09/86
1601	04/08/86 01/01/00 FXQ CLI	1	711000		0 0	\$0.00
	Eric Burchner/Safeway 301-386-6713					29/09/86
1629	05/08/86 01/01/00 FXQ DVW	2	711000		0 0	\$0.00
	Meet with Al Bason					29/09/86 -123

1628	05/08/86	01/01/00	FXQ CLI	1	711000	0 0	\$0.00
	Visit Spanish Store, Columbia Road						29/09/86
1633	06/08/86	01/01/00	FXQ DVW	2	711000	0 0	\$0.00
	Pigeon Peas Telex						29/09/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 7 8
 Costo Laboral Total: \$77.56
 Otros Costos Total: \$0.00

Costo Total: \$77.56

1064 Quinoa--prices

1241	15/07/86	01/01/00	DVW CLI	2	DVR011 TDY	0 20	\$0.00
	Perez Ecuadorian embassy--Quinoa						21/07/86
1235	15/07/86	25/07/86	DVW CLI	1	TDY	2 45	\$0.00
	Apothecary--Quinoa Price information						21/07/86

Este Trabajero-- Costo Laboral : \$33.82

1230	15/07/86	01/01/00	FXQ CLI	1		0 0	\$0.00
	Sebastion Perez, Ecuador Embassy--wants data on Quinoa prices						21/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 5
 Costo Laboral Total: \$33.82
 Otros Costos Total: \$0.00

Costo Total: \$33.82

1065 CARDOMOM--Literature

1491	21/07/86	01/01/00	DVW CLI	1	720600 TDY	0 10	\$0.00
	Jim Duke - Ginger, cardamom info. Arranged meeting 7/25						25/09/86
1318	24/07/86	01/01/00	DVW FXQ	2	DVR016 TDY	0 10	\$0.00
	Cardamom literature						25/07/86
1492	25/07/86	01/01/00	DVW CLI	1	720600 TDY	0 15	\$0.00
	Wiley & Sons: Cardamom Literature, ordered Spices (10 days)						25/09/86
1497	25/07/86	01/01/00	DVW CLI	1	720600 TDY	4 0	\$0.00
	Meeting with Jim Duke in his office/Nat. Ag. Library visit						25/09/86
1493	25/07/86	01/01/00	DVW CLI	2	720600 TDY	0 30	\$0.00
	Telexes: Cardamom Bd., India to order back issues, subsc.						25/09/86
1498	28/07/86	01/01/00	DVW CLI	1	720600 TDY	0 10	\$0.00
	Tim Burns: Cardamom/Ginger info						25/09/86
1494	28/07/86	01/01/00	DVW CLI	2	720600 TDY	0 10	\$0.00
	Rexs Dull: Cardamom/Ginger info						25/09/86
1502	28/07/86	01/01/00	DVW CLI	1	720600 TDY	0 5	\$0.00
	Australian Embassy -- verify automatic growing cardomom						25/09/86
1501	28/07/86	01/01/00	DVW CLI	1	720600 TDY	0 10	\$0.00
	Elmo Dans: Cardamom/Ginger info						25/09/86
1503	28/07/86	01/01/00	DVW CLI	1	720600 TDY	0 5	\$0.00
	Indian Embassy: cardamom public?						25/09/86
1506	29/07/86	01/01/00	DVW CLI	1	720600 TDY	4 0	\$0.00
	Trip to LOC - Cardamom						25/09/86
1508	30/07/86	01/01/00	DVW CLI	1	720600 TDY	0 5	\$0.00
	UN Info Center, D.C. Cardamom Literature						25/09/86
1510	30/07/86	01/01/00	DVW CLI	1	720600 TDY	0 3	\$0.00
	CRC Press - not in print						25/09/86
1509	30/07/86	01/01/00	DVW CLI	1	720600 TDY	0 10	\$0.00
	UNCIPD - NY Cardamom Literature						25/09/86
1507	30/07/86	01/01/00	DVW CLI	1	720600 TDY	0 10	\$0.00

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CRC Press - left message							25/09/86
1524	04/08/86	01/01/00	DVW CLI	3	720600	TDY	1 30 \$0.00
Fernando - Cardamom letter/package							25/09/86
1528	05/08/86	01/01/00	DVW CLI	3	720600	TDY	0 10 \$0.00
Fernando - Cardamom letter							25/09/86
1541	07/08/86	01/01/00	DVW CLI	3	720600	TDY	0 30 \$0.00
Central Food Product Inst. - letter to cardamom literature							25/09/86
1539	07/08/86	01/01/00	DVW CLI	3	720600	TDY	0 30 \$0.00
Cardamom Board - letter for info (literature)							25/09/86

Este Trabajero-- Costo Laboral : \$141.48

1665	24/07/86	01/01/00	DHW FXQ	2	412020		0 0 \$0.00
PROVIDE ALL INFORMATION ON PRODUCTION, PROCESSING, MARKETING, AVAILABLE IN PRINTED FORM.							18/12/86
1643	08/08/86	01/01/00	FXQ DVW	2	500000		0 0 \$0.00
Meet with Bob Schenkel re: publications							29/09/86
1646	11/08/86	01/01/00	FXQ DVW	2	500000		0 0 \$0.00
Review Bibliographies for appropriate publications							29/09/86
1653	15/08/86	01/01/00	FXQ CLI	1	500000		0 0 \$0.00
FAS re: publications - calls Subscriptions: 382-8670							29/09/86
1655	15/08/86	01/01/00	FXQ CLI	2	500000		0 0 \$0.00
UNIPUB 202/653-2400							29/09/86
1654	15/08/86	01/01/00	FXQ CLI	1	500000		0 0 \$0.00
UN Assoc. USA 347-5004 289-8670 UN 202/833-3248 re: publication							29/09/86
1656	15/08/86	01/01/00	FXQ CLI	1	500000		0 0 \$0.00
UNIPUB 301-459-7666							29/09/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 12 53
Costo Laboral Total: \$141.48
Otros Costos Total: \$0.00

Costo Total: \$141.48

1066 Tin Can prices--pigeon peas

1671	24/07/86	01/01/00	FXQ DVW	2	412020		0 0 \$0.00
PROVIDE FOB PRICES FOR NO. 303 TIN CANS (FOR CANNINGPIGEON PEAS).							23/12/86
1675	30/07/86	01/01/00	FXQ DVW	2	412020		0 0 \$0.00
REQUEST FOR PIGEON PEAS PRICES 303 SIZE CANS FOB U.S.							23/12/86
1578	31/07/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
American Containers International (305) 836-8650							29/09/86
1577	31/07/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
Cans Crown, Cork, Seal Phila. 215-698-5006							29/09/86
1580	31/07/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
Cans, CCS							29/09/86
1579	31/07/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
CANS Crown, Cork, and Seal (301) 563-8300							29/09/86
1603	04/08/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
EMCO 305-651-5460							29/09/86
1598	04/08/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
Crown Cork and Seal, Baltimore, MD							29/09/86
1599	04/08/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
Directory Assistance, Phila							29/09/86
1602	04/08/86	01/01/00	FXQ CLI	1	760000		0 0 \$0.00
Smith Dent. 305/851-8310							29/09/86
1604	04/08/86	01/01/00	FXQ DVW	2	760000		0 0 \$0.00
Telex re: CANS							29/09/86
1612	05/08/86	01/01/00	FXQ CLI	1	710720		0 0 \$0.00
J. L. Clark Cans 717/285-5941							29/09/86
1614	05/08/86	01/01/00	FXQ CLI	1	710720		0 0 \$0.00
Continental CANS 717/285-3166							29/09/86

1611	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
J.L. Clark Cans 717/392-4125						29/09/86		
1616	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Continental CANS/Dist'n.						29/09/86		
1617	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Mr. Guy Reed Continental Cans 203/855-5616						29/09/86		
1610	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Ellisco CANS 215/223-3500						29/09/86		
1613	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Continental CANS 717/285-4594						29/09/86		
1608	05/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
CANS/Directory Assistance, Phila						29/09/86		

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1067 Horseradish and Plantains--prices

1669	30/07/86	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
PLEASE REPORT CURRENT PRICES NYC MKT FOR PLANTAINS, HORSERADISH.						18/12/86		
1582	01/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Horseradish and Plantains USDA Term Market NY						29/09/86		
1581	01/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Horseradish and Plantains William Patterson/USDA 447-2789						29/09/86		
1600	04/08/86	01/01/00	FXQ CLI	1	710720	0	0	\$0.00
Telex re: Plantains/Horseradish						29/09/86		

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1068 Gandul Verde

1658	24/10/86	30/10/86	DVM FXQ	2	TDY	3	15	\$0.00
gathered bean seed price and availability information for FEDEXPOR						24/10/86		

Este Trabajero-- Costo Laboral : \$35.88

1672	25/07/86	01/01/00	FXQ DVM	2		0	0	\$0.00
BLUE LAKE GREEN BEANS: STILL NEED PRICES, VOLUMES AND SUPPLY SOURCES.						23/12/86		
2560	06/07/87	01/01/00	FXQ DVM	711 000 2		0	0	\$0.00
20 Cans Gandul Verde Shipped via Equatoriana 3-Jul-87 AWB 341-0582-2880								
2620	25/09/87	01/01/00	FXQ DVM	711 000 2		0	0	\$0.00
SAMPLES OF PIEDRA HITS SENT TUES. 22 SEPT. PLS ADVSE. UPON ARRIVAL.								
2621	30/09/87	01/01/00	FXQ DVM	711 000 2		0	0	\$0.00
PLS AVS RECEIPT OF NEW SAMPLES PIGEON PEAS.								
2622	01/10/87	01/01/00	FXQ DVM	711 000 2		0	0	\$0.00
HOW IS QUALITY & POSSIBILITY OF SALE AS SEED. NEW SAMPLES PIGEON PEAS								
2632	08/10/87	01/01/00	FXQ DVM	711 000 2		0	0	\$0.00
PLS AVS STATUS PIGEON PEA SEED SENT TWO WEEKS AGO.								

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 15
Costo Laboral Total: \$35.88
Otros Costos Total: \$0.00

Costo Total: \$35.88

1069 SNOW PEAS--CANADA REGS.

1668 25/07/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
ENTRY REQUIREMENTS, APPLICATIONS, ETC. ARE NEEDED 18/12/86
FORSHIPMENT OF ECUADOR SNOW PEAS TO CANADA.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1070 DUTY INFO FOR VARIOUS PRODUCTS

1676 30/07/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
DUTY INFO FOR PRODUCTS: SNOW PEAS, CARDAMON, GINGER, 23/12/86
HONEYDEW, STRAWBERRIES, OKRA, ASPARAGUS, BLACKBERRIES,
FLOWERS, BABY CORN, RADICCHIO, DAIKON.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1071 BLUE BOOK

1677 30/07/86 01/01/00 FXQ DVW 2 0 0 \$0.00
PLS REQUEST APPLICATION FOR BLUE BOOK FOR DEVRES/FEDEXFOR 23/12/86
FROM PRODUCE REPORT CO., WHEATON, ALL

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1072 SNOW PEAS--SHIPMENT

1979 24/11/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
DVRO120-CONFIRM SHIPMENT OF SNOW PEAS FOR THIS WEEK 11/05/87
2009 02/12/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
DVRO135-PRODUCT ARRIVED IN GOOD CONDITION. CLIENT STATES 12/05/87
THAT QUALITY, APPEARANCE AND GRADING ALL ACCEPTABLE.
2015 05/12/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
DVRO141-REF TLX 86663 GE3-SHIPMENT CONFIRM W/JERRY AT 12/05/87
PREVOR. PRICES UNSTABLE THIS WEEK. JERRY WILL HAVE SALES
RESULTS MON FROM COMPUTER.
2013 05/12/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
DVRO139-WE RECEIVED YOUR TLX DATED DEC. 04 REGARDING THE 12/05/87
SHIPMENT OF SNOWPEAS

40 2020 02/12/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00

NO	DATE	TIME	TYPE	NO	QTY	UNIT	PRICE	DATE
								12/05/87
2021	09/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0145-SHIPMENT 1-86-JERRY AT PREVOR:THE SNOW PEAS ON THIS SHIPMENT WERE SOLDFOR AND AVERAGE GROSS SALES PRICE OF DLR 8.34 PER BOX.							
2048	12/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0145-SHIPMENT 2-86-ACKNOWLEDGES RECEIPT OF 44 BOXES. 12/05/87							
2049	16/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0151-WE RECEIVED TELEX REGARDING SNOW PEAS SHIPMENT #3. WE HAVE NOTIFIEDPREVOR. 14/05/87							
2115	19/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0152-THE SNOW PEAS ARRIVED WELL, MARKET CONTLNUES SOFT, FROM DLR7.00-9.00. 14/05/87							
2140	24/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0159-ADVISE REF. SNOW PEAS SHIPMENT THIS SUNDAY SO THAT WE MAY HAVESERVICES+ AVAILABLE. 21/05/87							
2138	24/12/86	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0165-SPOKE WITH PREVOR TODAY. THEIR COMPUTER PEOPLE ARE OUT UNTIL MONDAY. I'LL GET DETAIL OF EXPENSES FOR YOU THEN. 21/05/87							
2156	09/01/87	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0164-ADVISE ASAP IF THERE WILL BE A SHIPMENT THIS SUNDAY TO NEW YORK. NEEDTO KNOW WHAT PRODUCTS AND AMOUNT OF EACH TO BE SHIPPED. 21/05/87							
2337	04/02/87	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0176-SNOW PEA SHIPMENT FOR 1/11. PLEASE ADVISE IF THERE WILL BE A SHIPMENTOF EITHER COMMODITY THIS SUNDAY SO THAT WE MAY PREPARE PROPERLY. 22/05/87							
2347	10/02/87	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0212-PRODUCT SHIPPED 1/30-SNOW PEAS SOLD TO A CLIENT WHO RETURNED THEM.7.52% AVERAGE;28% DISCOLORATIONS;13% SERIOUS DAMAGE;1% DECAY. 27/05/87							
2432	01/04/87	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0220-RESPONSE TO TLX GE71-DONT HAVE RETURNS FOR SHIPMENT JAN 22. SHIPMENTFEB. 8 ARRIVED IN GOOD CONDITION SOLD AT \$1.50. DONT SHIP TILL FEB 16. 28/05/87							
2440	06/04/87	01/01/00	DVM FXQ	711200	2		EAV	0 10 \$0.00
	DVR0282-SNOW PEA SETTLEMENTS FROM PREVOR-YOUNG SENDING COPY OF DDC WITH BACKUPTO MIAMI OFF. AFTER RECEIVING I COLLATE DATA, ANALYZE & EXPLAIN 28/05/87							
	DVR0288-PREVOR ACCOUNTING-WE HAVE RECEIVED DOCUMENTATION AND ARE FORWARDING TOYOU TODAY VIA USUAL MEANS 28/05/87							

Este Trabajero-- Costo Laboral : \$76.80

2352	19/02/87	01/01/00	DVM FXQ	711200	2		JQP	0 10 \$0.00
	DVR0225-PLS ASAP MARGO AND SEND AWB NUMBERS, DATES, AND QUANTITY OF THE LASTTHREE SHIPMENTS 28/05/87							

Este Trabajero-- Costo Laboral : \$1.30

1986	27/11/86	01/01/00	DVM FXQ	711200	2		TDY	0 10 \$0.00
	DVR0124-PLEASE TELL AGRO TECH AND THE SNOW PEAS SHIPPERS ASSOC TO DOCUMENT ANDINVOICE THIS FIRST SHIPMENT TO PREVOR MARKETING INTERNATIONAL. 12/05/87							
1997	01/12/86	01/01/00	DVM FXQ	711200	2		TDY	0 10 \$0.00
	DVR0129-PER HOWARD BERMAN OF AGRISERVICES, THE PEAS ARRIVED AND ARE BEINGCLEARED THIS MORNING. REFER TO THIS 1ST SHIPMENT AS SNOWPEA 1-86. 12/05/87							
2388	09/03/87	01/01/00	DVM FXQ	711200	2		TDY	0 10 \$0.00
	DVR0240-REF TLX FDX87061-PER JERRY WILL HAVE SNOW PEAS SETTLEMENTS FINISHEDBY+ 3.00 P.M. TODAY. WILL ADVANCE AT THE TIME. 28/05/87							
2392	10/03/87	01/01/00	DVM FXQ	711200	2		TDY	0 10 \$0.00
	DVR0247-SNOW PEAS ACCUINI SALES FOR THE FOLLOWING SHIPMENTS: 3/9/87, 1/29/87,1/30/87, 2/19/87, 2/22/87, & PARTIAL SETTLEMENT OF 3/1/87 28/05/87							

Este Trabajero-- Costo Laboral :

\$7.20

1678	07/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
snow peas shipment made on July 24.						08/01/87		
1681	07/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
ref dvr022 applications for snow pea permits by ecuadorian exporters and us importers						08/01/87		
1682	07/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
mr robert levin of getzal brokerage, philadelphia received shipment in new york						08/01/87		
1683	07/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
worry is permission to export snow peas w/out snfumigation. have spoken w/ Mr. Villasenor try political arena for permit aphis inspection plantations&shipments						09/01/87		
1680	07/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
fedexpor tlx fcpo70 18 july 1986 states proof that shipment was adviced to devres						08/01/87		
1693	13/08/86	01/01/00	FXQ DVW	2	412020	0	0	\$0.00
15 kilos of snow peas will be sent flight info;ecuatoriana flight#052 leaving quito on thurs aug 14 at 11am arriving nyc jfk at 9pm diag#14abb #24104575642						09/01/87		
1855	28/01/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Shipment of Snow Peas---being sent tomorrow Jan 29, 1987. AWB 34105725602, Ecuatoriana through Agriservices for Prevor. Flight 052total 80 boxes between snow peas, haricots vert, and artichokes.						27/04/87		
1843	05/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Shipment of Snow Peas--Date: Feb. 6, 1987;Time: Departs 12pm arrival JFK 8PM flight: Ecuatoriana 052 AWB: 341 0572 6361 Quantity: 116 boxes						27/04/87		
1840	06/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow peas shipment--All the information was sent already on telex 87033 at 3:20pm today but will repeat information.AWB 3410572 6361116 BoxesEcuatoriana 052 arrives in JFK 8PM on Sunday Feb. 8, 1987						27/04/87		
1833	10/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
snow pea shipment--want to know the results of the shipment of Jan. 22, 1987. Also want information on the shipment of Feb. 8, 1987 of 150 boxes. The producers want to know if the product was accepted into decide if they will send more this						27/04/87		
1789	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow Peas--The following are the three last shipments:Jan 29 3410572-5602 122 Boxes in total 110 boxes of snow peasFed 5 341-0572 6685 43 boxes (by formal confirmation by telex of the shipment, need Marg.)Feb 8 341-0572636L Total 150 boxes						27/04/87		
1778	27/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow pea shipment Confirmation for Sunday March 1. AWB 341 0572 7153. EU 052 EAT 8pm. 145 Boxes.						27/04/87		
1776	06/03/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow pea shipment will be sent of 150 boxes.						27/04/87		
1774	06/03/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow Pea shipment confirmation for Sunday March 8 of Aprox. 150 Box AWB 341 0672 7201;Flt EU 052;arrival EAT JFK 8pm						27/04/87		
1754	13/03/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
No shipment of Snow peas this weekend.						27/04/87		
1750	18/03/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
Snow peas--shipments						27/04/87		

Este Trabajero-- Costo Laboral :

\$0.00

Este Caso-- Tiempo Total: 3 30

Costo Laboral Total: \$85.30

Otros Costos Total: \$0.00

Costo Total:

\$85.30

1073 Marcus, David--meeting

1679 07/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
FDX interested in meeting with David Marcus--wants to be 08/01/87
advised of convenient date.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1075 SNOW PEAS--price pronet 85 until present

1689 07/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
would like to have price, from pronet, of snow peas on a 09/01/87
weekly basis from 1985 until present

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1076 HONEYDEW--PRICES 1985/7-1986

1690 07/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
send us prices from 1985 until july 1986 on a bi-weekly 09/01/87
basis from new york market for honeydew melons

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1077 FLOWER--CONTACTS

2468 20/04/87 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVRO305-TLX 87112-FLOWER CO. INVESTIGATION. HAVE BEEN 29/05/87
UNABLE TO FIND ANYCURRENT INFROMATION ON THIS COMPANY.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1078 SNOW PEAS--PRICES 85-7/86 nyc

1692 07/08/86 01/01/00 FXQ DVW 2 0 0 \$0.00
send prices from 1985-7/1986 on bi-weekly basis from new 09/01/87
york market for snow peas

Este Trabajero-- Costo Laboral : \$0.00

140

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1079 ASPARAGUS--TECHINCAL ASSISTANCE

1988 28/11/86 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVRO127-PROF ELLISON CALLED TODAY. HE NEEDS TO MAKE HIS 12/05/87
 TRAVEL PLANS FOR THENEXT SEVERAL MONTHS. HE NEEDS TO GO
 WHEN PLANTS ARE 4 MONTHS OLD.

Este Trabajero-- Costo Laboral : \$4.80

1694 18/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 need c.v. for an expert on tissue cultures for asparagus. 09/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1080 ANGORA--CHINA

1696 18/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 china trip for angora for the moment no interest, too 09/01/87
 expensive. i will get in contact with dr. peter cheek.

1714 29/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 Angora: we are postponing further information until Mr. 09/01/87
 Cheek returns from China.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1081 INDUSTRIAL PRODUCTS

1697 18/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 profiles on 10 inustrial products, hold it for the moment 09/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1082 GINGER--PRICES

1699 25/06/86 01/01/00 FXQ DVW 1 412020 0 0 \$0.00
 send price of ginger on a monthly basis from 1985 until the 09/01/87
 present specifically the price of a. jamaica-dry and
 hawaii-green

1702 25/08/86 25/08/00 FXQ DVW 2 412020 0 0 \$0.00
 Send price ginger/monthly basis--1985 to present for 09/01/87

1721 25/08/86 29/08/00 FXQ DVW 2 412020 0 0 \$0.00
 Send price ginger/monthly basis--1985 to present for 13/01/87
 jamaica-dry and hawaii green. Also send info on amount of
 ginger imported to U.S.

1719 04/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 Price and the volume of jamaica dry and hawaiian green 13/01/87
 imported to the United States. Quantity brought by the
 U.S. on both. Need information on a monthly basis

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1083 HONEYDEW--REQUEST FOR INFO

1718 09/03/86 01/01/00 FXQ DVW 1 412020 0 0 \$0.00
 URGENT REQUEST. Prices of Honeydew Melons on a monthly 09/01/87
 basis begining in 1985 and until the present.

1700 25/08/86 01/01/00 FXQ DVW 1 412020 0 0 \$0.00
 need honeydew melon info;how many acres are grown in usa on 09/01/87
 a yearly basis in usa per capita consumption what is the
 production in tons or boxes yearly in usa

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1084 PMA--convention

1710 25/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 reserve 6 rooms in good hotel. 09/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1085 FROZEN FISH & SHRIMP--PRICES

1717 03/09/86 01/01/00 DVW 3 TDY 0 10 \$0.00
 Need prices in dollars for frozen fish & shrimp imported to 09/01/87
 the U.S.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1086 BLACKBERRY PRICES

1720 17/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 Send price and volume and sales of imports to the U.S. of 13/01/87

black berries on a yearly basis.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1087 BEAN SEED

2122 22/12/86 01/01/00 DVM FXQ 710260 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXPOR:PRICE AND
AVAILABILITY FOR BEAN SEEDS 21/05/87
2163 13/01/87 01/01/00 DVM FXQ 710260 2 EAV 0 10 \$0.00
DVR0179-REQ STILL PENDING SOURCING OF DRY BEAN SEED 22/05/87
2378 03/03/87 01/01/00 DVM FXQ 710260 2 EAV 0 10 \$0.00
DVR0236-BEANS SEED-UPDATE ON ACTIVITY & IND REQ. WE ARE
CURRENTLY WORKING ON ANSWERING THE ABOVE. 28/05/87

Este Trabajero-- Costo Laboral : \$14.40

2097 19/05/87 01/01/00 DVM FXQ 710260 2 TDY 0 10 \$0.00
DVR0339-KELLY BEAN IS READY TO SHIP FOLLOWING SEED TO MIAMI
WITH THE FOLLOWING COSTS. 21/05/87

Este Trabajero-- Costo Laboral : \$1.80

1734 30/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
Bean Seeds. We need A.Small White Beans B.Light Red Kidney
C. Pink Beans D. Pinto Beans. Refer to my file Pigeon .
ws. EAV III 15/01/87
2075 15/05/87 01/01/00 FXQ DVM 710260 2 0 0 \$0.00
BEANS-HAVE THE FOLLOWING SEED READY FOR SHIPMENT TO YOU IN
MIAMI. 18/05/87
2078 18/05/87 01/01/00 FXQ DVM 710260 2 0 0 \$0.00
BEANS-PLEASE INDICATE THE COST OF THE BEANS INCLUDING THE
FREIGHT 18/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$16.20
Otros Costos Total: \$0.00

Costo Total: \$16.20

1088 BANANA--ART CARTER

1732 24/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
For F.C. U.S. CO. interested in buying banana puree.Cont
Arthur Carter 201-766-7585(H)/201-690-5390(W) tlx#4410
IBORJAED/4488 OBSAMEED can supp. smpls & prices. 15/01/87
1726 26/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
Directed to F.C. Pls. put in contact w/U.S. rep. Arthur
Carter 201-766-7585(H) 201-690-5390(W)
tlx.4410IBORJAED/4488OBSAMEED can supply samples & prices. 15/01/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1089 BABY VEG--JONES

2421 20/03/87 01/01/00 DVM FXQ 710000 2 TDY 0 10 \$0.00
 DVR0268-HOME # 419/433-4947 & BUS.# IS DISCONNECTED. HAVE
 CONFIRMED # WITHTELEPHONE COMP BUT STILL UNSUCCESSFULL IN
 COMMUNICATING WITH THEM 28/05/87

2425 25/03/87 01/01/00 DVM FXQ 490000 2 TDY 0 10 \$0.00
 DVR0272-TLX 3/25/87-TLX RECEIVED GARBLED. ASSUME YOU WANT
 PHONE # OF ROBERTPERSHEUR-OHIO STAT UNIVDEPT OF HORICULTURE
 - PHONE 614/292-0281 28/05/87

Este Trabajero-- Costo Laboral : \$3.60

1745 25/03/87 25/03/87 FXQ DVM 490000 2 412020 0 0 \$0.00
 Name of university contact for Bob and Lee Jones. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1090 QUINDA--SAMPLE SHIPMT

2413 18/03/87 01/01/00 DVM FXQ 790700 2 TDY 0 10 \$0.00
 DVR0261-I NEED AUTHORIZATION FROM SUSANA AREVALD IN QUITO
 TO SEND THE SAMPLESOF QUINDA. ECUAT. WILL NOT ACCEPT THESE
 SAMPLES WITHOUT IT 28/05/87

Este Trabajero-- Costo Laboral : \$1.80

1749 18/03/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 The shipment of the Quino samples today via Ecuatoriana 27/04/87

1751 18/03/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Quinoa samples needed ASAP send via DHL 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1091 DRIED FRUITS

2423 25/03/87 01/01/00 DVM FXQ 790500 2 EAV 0 10 \$0.00
 DVR0270-TLX OF 3/19/87--FOLLOWING DATA IS OFFERED ON DRIED
 TROPICAL FRUITSIMPORTED INTO THE US. 28/05/87

Este Trabajero-- Costo Laboral : \$4.80

1747 19/03/87 01/01/00 FXQ DVM 700000 2 412020 0 0 \$0.00
 Dried fruits-info on FDA regulations, market prices, & the
 form of presentation for the commercialization 27/04/87

1947 30/04/87 01/01/00 FXQ DVM 790500 2 0 0 \$0.00
 IN REF TO YOUR TLX 270 WHAT DOES TSUS STAND FOR 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

144

Costo Total: \$4.80

1093 UFF&VA--ORLANDO--FLOWERS

1752 16/03/87 01/01/00 FXQ DVM 730000 2 412020 0 0 \$0.00
Cut flowers for the Trade Fair in Washington 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1094 ADM>GIOVANNI CALL FDX

1753 16/03/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
Giovanni De Choudens call Fedexpor because Francisco needs to speak with him 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1095 UFF&VA--ORLANDO--PRODUCTS

1705 25/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
contact ecuadorian consul in New Orleans. they have bread figures, mazipan, all of various fruits we would like to exhibit at fair. 09/01/87

1709 25/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
plan to send 5 to 6 people to exhibit not including fc GDC, and another fdx rep. total 10 people. 09/01/87

1706 25/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
going to exhibit 5 products: quinoa, flowers, mellons, snow peas and possibly mellons. 09/01/87

1755 11/03/87 01/01/87 FXQ DVM 530000 2 412020 0 0 \$0.00
Trade fair-What products needed for this fair? 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1096 ANGORA INFO

1756 11/03/87 01/01/87 FXQ DVM 750500 2 412020 0 0 \$0.00
Shrimp-procedure for shipment 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1097 ACHIOTE--SUPPLIERS

2362 02/03/87 01/01/00 DVM FXQ 720025 2 EAV 0 10 \$0.00
 DVR0234-ADVISE ANY DEVELOPMENTS SINCE OUR INITIAL 28/05/87
 CONVERSATION. THE POTENTIAL BUYER HAS ASKED FOR FURTHER
 INFO

2093 19/05/87 01/01/00 DVM FXQ 720025 2 EAV 0 10 \$0.00
 DVR0345-ADVISE IF LETTER FROM MR. HUBBARD OF STEIBEL 21/05/87
 INDUSTRIES HAS BEEN ANSWERED. LETTER SENT APRIL 23

Este Trabajero-- Costo Laboral : \$9.60

2545 26/06/87 01/01/00 DVM CLI 720025 1 TDY 2 0 \$0.00
 UPDATED ACHIOTE PLANS IN ECUADOR. REQUESTED SEED SAMPLES
 AND PRODUCTION INFO.

Este Trabajero-- Costo Laboral : \$22.12

1757 10/03/87 01/01/00 FXQ DVM 790000 2 412020 0 0 \$0.00
 Achiote-establishing suppliers 27/04/87

1748 19/03/87 01/01/00 FXQ DVM 790000 2 412020 0 0 \$0.00
 Achiote-ref to telex FDX87064-what contacts have been made 27/04/87
 and what are the results

2092 19/05/87 01/01/00 FXQ DVM 720025 2 0 0 \$0.00
 THE LETTER TO STEIBEL HAS NOT BEEN ANSWERED YET ONLY THE 21/05/87
 1ST QUEST WAS ANSWERED+ WITH A TLX87064 ON MAR 10. CORREA
 NOT HERE DONT KNOW EVERYTHING

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 20
 Costo Laboral Total: \$31.72
 Otros Costos Total: \$0.00

Costo Total: \$31.72

1101 SNAP PEAS--SHIPMENT

1780 27/02/87 01/01/00 FXQ DVM 711150 2 412020 0 0 \$0.00
 Sugar Snap peas--for the development of new products need 27/04/87
 proforma for 200 lbs of sugar snap peas to be sent asap by
 sea.

1761 16/03/87 01/01/00 FXQ DVM 711150 2 412020 0 0 \$0.00
 Sugar Snap Peas--200 lbs needed for shipment 27/04/87

1814 02/04/87 01/01/00 FXQ DVM 711150 2 412020 0 0 \$0.00
 Sugar snap peas--We are getting permission for importation. 27/04/87
 It will take 2 to 3 weeks.

1866 13/04/87 01/01/00 FXQ DVM 711150 2 412020 0 0 \$0.00
 Sugar Snap--Will do the importation of this month. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1102 ASPARAGUS--SHIPMENT

1981 24/11/87 01/01/00 DVM FXQ 710200 2 EAV 0 0 \$0.00
 DVR0120-WHERE ARE WE RE PURCHASE AND SHIPMENT OF ASPARAGUS 11/05/87
 PLANTS/SEED

Este Trabajero-- Costo Laboral : \$0.00

1762 16/03/87 01/01/00 FXQ DVM 710200 2 412020 0 0 \$0.00
 Asparagus--10 Kilos, Uc 157 F1. 10 Kilos, UC 800 27/04/87
 10 Kilos, Jersey Giant ----needed for shipment

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1103 RADICCHIO SHIPMENT

1763 16/03/87 01/01/00 FXQ DVM 711100 2 412020 0 0 \$0.00
 Radicchio---5 lbs needed for shipment 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1105 EASTERN CLAIM

2441 06/04/87 01/01/00 DVM FXQ 533230 2 EAV 0 10 \$0.00
 DVRO289-EAL CLAIM-WE HAVE RECEIVED REQ FROM EASTERN FOR THE 28/05/87
 FOLLOWING:DETAILED+ STATEMENT OF CLAIM AND COPY OF AWB

Este Trabajero-- Costo Laboral : \$4.80

2391 10/03/87 01/01/00 DVM FXQ 533240 2 TDY 0 10 \$0.00
 DVRO245-EASTERN HAS NOT RECEIVED THE CLAIM FILED BY 29/05/87
 FRANCISCO SAENZ FORPERISHABLES. EASTERN DID RECEIVE CLAIM
 FOR OVERTIME CHARGES.

2414 18/03/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO262-EAL CLAIM-EASTERN RECEIVING CLAIM FOR LOST CARGO. 28/05/87
 87. 2 TO 3 WEEKS ISNORMAL PROCESSING TIME. AWAITING \$200
 PAYMENT FOR STAND CLAIM

2464 15/04/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO301-EAL CLAIM-REF DVRO289-EASTERN WILL NOT TAKE ANY 29/05/87
 FURTHER ACTION UNTILREQ INFO IS RECEIVEDSEND COPY OF AWB
 AND DETAIL STATEMENT OF CLAIM

2464 15/04/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO301-EAL CLAIM-REF DVRO289-EASTERN WILL NOT TAKE ANY 29/05/87
 FURTHER ACTION UNTILREQ INFO IS RECEIVED SEND COPY OF AWB
 AND DETAIL STATEMENT OF CLAIM

2038 11/05/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO328-F. CORREA DIDNT PROVIDE DOCUMENTATION FOR EAL 13/05/87
 CLAIM. THE CLAIM ISSTILL PENDING. EAL REQ THE FOLLOWING
 INFO. GIOVANNI OFFERED TO ASSIST.

2219 12/05/87 01/01/00 DVM CLI 443000 1 TDY 0 30 \$0.00
 CHECK WITH EASTERN REGARDING PENDING CLAIM REVIEWED AWB'S. 27/05/87

2490 28/05/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO352-EASTERN CLAIM-EASTERN HAS NOT RECEIVED THE DOC REQ 29/05/87
 FROM FRANCISCO SAENZ TO DATE. I HAVE WRITTEN A FOLLOW-UP
 LETTER TO KEEP CLAIM OPEN.

2499 03/06/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO355-SENDING A LETTER TO YOUR OFFICE REGARDING THE 17/06/87
 PAYMENT BY EASTERN OF \$200.00 CLAIM. (CONFIRMING TELEPHONE
 CONVERSATION)

2511 10/06/87 01/01/00 DVM FXQ 533230 2 TDY 0 10 \$0.00
 DVRO363-SENT IN APO PACKAGE A LETTER REFERING TO EASTERN 18/06/87

2683 19/06/87 01/01/00 DVM FXQ 2 TDY 0 15 \$0.00
 TELEX # DVR 371 > STILL WAITING ON VENDOR'S INVOICE FOR
 MERCHANDISE SHIPPED. PLS AVS WHEN SENT.

Este Trabajero-- Costo Laboral : \$22.50

1768 10/03/87 01/01/87 FXQ DVM 533230 2 412020 0 0 \$0.00
 Eastern claim-wanting to know status of the claim 27/04/87

1999 11/05/87 11/05/87 FXQ DVM 533230 3 0 0 \$0.00
 PLS INFORM ASAP IS F. CORREA GAVE YOU ALL THE PAPERS
 REFERENT TO EAV CLAIMSENT BY FCO SAENZ. ADVISE STATUS OF
 THE CLAIM. 12/05/87

2040 12/05/87 01/01/00 FXQ DVM 533230 2 0 0 \$0.00
 TOMORROW I'LL SEND DIRECTLY TO CLAIMS DEPARTMENT IN MIA A
 LETTER WITH INFORABOUT CLAIM, PLEASE CONTACT EASTERN ABOUT
 IT 13/05/87

2526 03/06/87 01/01/00 FXQ DVM 533230 2 0 0 \$0.00
 PLEASE SEND COPIES OF EAL \$200 CREDIT 18/06/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 15
 Costo Laboral Total: \$27.30
 Otros Costos Total: \$0.00

Costo Total: \$27.30

1106 ADM>FREEZER

2410 16/03/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVRO259-FREEZEER EQUIP-FOLLOWING PRICES VALID FOR 30 DAYS
 FROM MAR 13, 87. 28/05/87

2467 16/04/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVRO304-ICE CREAM/EMULSIFIERS 29/05/87

Este Trabajero-- Costo Laboral : \$3.60

1767 09/03/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Requests--prices for a walk in freezer 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1110 HARICOT LIQUIDATIONS

2117 19/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
 DVRO160-SALES RESULTS FOR HARICOTS VERTS FOR SHIPMENT 1-86
 & 3-86. 21/05/87

2159 09/01/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
 DVRO177-41 HARICOTS GROSS SALES 1970.00 22/05/87

2160 09/01/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
 DVRO177-15 HARICOTS GROSS SALES 604.00 22/05/87

2398 11/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
 DVRO253-SPOKE WITH HOWARD BERMAN AT AGRISERVICES. HE IS
 SENDING COPIES OF ALLCHARGES, WHICH WE WILL FORWARD TO
 YOU. GIVES INFO ON FUMIGATION 28/05/87

Este Trabajero-- Costo Laboral : \$19.20

1771 09/03/87 01/01/00 FXQ DVM 710720 2 412020 0 0 \$0.00

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

Costo Total: \$19.20

1111 SNOW PEAS--LIQ

1772 09/03/87 01/01/00 FXQ DVM 711200 2 412020 0 0 \$0.00
Liquidations for Jan & Feb for Snow Peas 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1113 ADM>REFER MESSAGE

1777 03/05/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
Requests to telex a message to John Hill from Fernando because his telex does not work 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1114 HARICOT PROFORMAS

2138 22/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXFOR: PURCHASE OF HARICOT SEED 21/05/87

2376 03/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0236-HARICOT VERT SEED-UPDATE ON ATIVITY AND INFO REQ. WE ARE CURRENTLYWORKING ON ANSWERING THE ABOVE. 28/05/87

2382 04/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0239-HARICOT VERTS-LE MARCHE ALSO HAS HARICOT SEED FROM A SIS LINE OF"ROYANELLE", WHICH THEY IS SUPERIOR TO THE VILMORIN SEEDS. SENT PLANTING INFO 28/05/87

2400 11/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0252-HARICOT-CONTACTED GEORGEANNE BRENNAN AT LE MARCHE SEED. SHE IS SENDING5LBS VARIETY #7321. HIGHLY RECOMMENDED SISTER OF VILMORIN ROYANELLE. 28/05/87

2418 20/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0267-HARICOT SEEDS-ADVISE IF ANYMORE SEED IS REQUIRED BEYOND THE 5LBS FROMLE MARCHE YOU JUST RECEIVED. \$5.40 PER KILD FOB FRENCH PORT FOR VAR. 28/05/87

2427 27/03/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0274-TLX 87089-WILL ORDER 20LBS MORE FROM LE MARCHE. COST \$2.0016 PLUS\$25.00 SHIPPING TO MIAMI. CAN SENT TO QUITO VIA APO. TOTAL \$80.00 28/05/87

Este Trabajero-- Costo Laboral : \$28.80

2070 15/05/87 01/01/00 DVM FXQ 710720 2 TDY 0 10 \$0.00
DVR0333-HARICOT-PLEASE ADVISE ASAP VIA TELEX STATUS FOLLOWING REQUST FORPLANTY7SEEDS 18/05/87

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Este Trabajero-- Costo Laboral : \$1.80

1779 27/02/87 01/01/00 FXQ DVM 710720 2 412020 0 0 \$0.00
 Haricot Vert-for the development of new products need
 proformas for the following varieties:Royanel 100 Lbs &
 Garonel 100 Lbsto be sent asap by sea 27/04/87

1805 26/03/87 01/01/00 FXQ DVM 710720 2 412020 0 0 \$0.00
 Haricot seed. FVR will send 20lbs more of haricot. 27/04/87

2030 19/05/87 01/01/00 FXQ DVM 710720 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE
 INITIATED PERMITS TOACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED. 21/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 10
 Costo Laboral Total: \$30.60
 Otros Costos Total: \$0.00

Costo Total: \$30.60

1116 RADICCHIO PROFORMA

2371 03/03/87 01/01/00 DVM FXQ 711100 2 EAV 0 10 \$0.00
 DVRO236-RADICCHIO PLANTS-UPDATE ON ACTIVITY & INFO REQUESTS. 28/05/87
 WE ARE CURRENTLYWORKING ON ANSWERING THE ABOVE.

2381 04/03/87 01/01/00 DVM FXQ 711100 2 EAV 0 10 \$0.00
 DVRO239-RADICCHIO-TWO PERFERRED RADICCHIO VARIETIES WOULD
 BE PALLA ROSSA &GUILD. ALSO SENT MORE INFO ABOUT RADICCHIO 28/05/87

2420 20/03/87 01/01/00 DVM FXQ 711100 2 EAV 0 10 \$0.00
 DVRO265-RADICCHIO SEED-PROFORMA INVOICE 28/05/87

Este Trabajero-- Costo Laboral : \$14.40

2065 15/05/87 01/01/00 DVM FXQ 711100 2 TDY 0 10 \$0.00
 DVRO333-ADVISE ASAP VIA TELEX STATUS FOLLOWING RQUEST FOR
 PLANTS/SEEDS 18/05/87

Este Trabajero-- Costo Laboral : \$1.80

1781 27/02/87 01/01/00 FXQ DVM 711100 2 412020 0 0 \$0.00
 Radichio-for the development of new products need the
 proforma for 5lbs of radichio sent asap by sea 27/04/87

2085 19/05/87 01/01/00 FXQ DVM 711100 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE
 INITIATED PERMITS TOACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED. 21/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$16.20
 Otros Costos Total: \$0.00

Costo Total: \$16.20

1117 ASPARAGUS--PROFORMA

1382 27/02/87 01/01/00 FXQ DVM 710200 2 412020 0 0 \$0.00
 Asparagus-for the development of new products need the
 proforma for asparagus for the following varieties: UC 27/04/87
 157 10lbs & UC 72 10Lbsto be sent asap by sea.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1120 TROPICAL FLOWERS

1785 26/02/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
Request-What is the name of the tropical flower that is
planted in Hawaii under costs of production, which were
seen in the Orlando fair. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1121 ADM>PACKAGE

2884 29/10/87 01/01/00 DVW FXQ 2 TDY 0 10 \$0.00
DVR0511 SENDING VIA APO THE PACKER OCT. 17 AND 24.

Este Trabajero-- Costo Laboral : \$1.80

1786 25/02/87 01/01/00 FXQ DVM 533200 2 412020 0 0 \$0.00
Requests-In the boxes sent from Orlando to Miami, there was
a small box with varies examples of brochures. On the box,
it is written "to be sent to 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1122 ADM>TLX WORKING

1787 24/02/87 01/01/00 FXQ DVM 2 412020 0 0 \$0.00
The telex machine is now working. It was only small
mechanical problems. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1123 SANDRA

2351 19/02/87 01/01/00 DVM FXQ 443000 2 JOP 0 10 \$0.00
DVR0224-CONFIRMATION TELEX-IN MIAMI AND RECEIVED TLX BUT
SHE IS NOT IN THEHOTEL. PLEASE CALL VICENTE AND ASK WHAT
FLIGHT SHE WAS IN . 28/05/87

Este Trabajero-- Costo Laboral : \$1.80

1793 19/02/87 01/01/00 FXQ DVM 2 412020 0 0 \$0.00

1788	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
	Request for Sandra to contact Susana at Galaxy Exports.							27/04/87
	Report news back asap.							
1791	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
	Sandra--Vincente spoke with in-law and Susana is staying in the Hotel Marseilles.							27/04/87
1794	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
	Sandra--Susana is at the Hotel Marseilles, Collins Ave. No 1741 telephone # 538-5711. Confirm if she received this message.							27/04/87
1790	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
	Sandra--Susana flew with Mirna Caceres so check the Omni Hotel for this name because the crew of Ecuatoriana goes there.							27/04/87
1792	19/02/87	01/01/00	FXQ DVM	2	412020	0	0	\$0.00
	Sandra--message to insist of the cuban friends that are friends of Maruja & Cuyo.							27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.30
 Otros Costos Total: \$0.00

Costo Total: \$1.30

1131 ACHIOTE--ANNOUNCEMENT

2350	12/02/87	01/01/00	DVM FXQ	720025	2	TDY	0	10	\$0.00
	DVR0223-ACHIOTE-FERNANDO HAS LEFT INSTRUC THAT THE ADD SHOULD BE PLACED INNEWSPAPER & HE WILL DEAL WITH THE MINISTRY WHEN HE RETURNS TO ECUADOR.							28/05/87	

Este Trabajero-- Costo Laboral : \$1.80

1798	12/02/87	01/01/00	FXQ DVM	480000	2	412020	0	0	\$0.00
	Confirm if can put the ACHIOTE ANnouncement in the newspaper because according to the Ministry of Achiote Export Industries this is prohibited since Jan 28, 1987. Mr. Ruiz says that the exportation of the Achoite is not possible. The centra							27/04/87	

1797	12/02/87	01/01/00	FXQ DVM	480000	2	412020	0	0	\$0.00
	Ref to Telex DVR0223,ACHIOTE,agree, will follow publication instructions to publish the announcement in the newspaper. Where can I call Fernando at this moment							27/04/87	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1132 UNITED CONFERENCE

2515	11/06/87	01/01/00	DVM FXQ	540200	2	JOP	0	10	\$0.00
	DVR0366-AGENDA FOR THE THE UNITED CONFERENCE							18/06/87	

Este Trabajero-- Costo Laboral : \$1.30

2501	04/06/87	01/01/00	DVM FXQ	540200	2	TDY	0	10	\$0.00
	DVR0357-GEORGE WILSON WILL BE ARRIVING IN MIAMI ON THURSDAY TO MEET WITHGIOVANNI. ALSO, THE TOPICS OF THE SEMINAR ARE AS FOLLOWS:							17/06/87	

2502	05/06/87	01/01/00	DVM FXQ	540200	2	TDY	0	10	\$0.00
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DVRO358-GEORGE WILSON HAS ASKED WHAT ASSISTANCE WILL BE 17/06/87

AVAILABLE FROM THE MINISTRY OF AGRICULTURE FOR THE SEMINAR.
AND RESPOND ON TRAVEL ARRANGEMENTS

2504 09/06/87 01/01/00 DVM FXQ 540200 2 TDY 0 10 \$0.00

DVRO361-AIRFARE FOR WILSON & BOLTON-PER EAV VERBAL REQ HAVE 17/06/87
INVESTIGATED COST OF AIRFARE. LOREN TOURS QUOTES APROX B/T
\$700-800.

Este Trabajero-- Costo Laboral : \$5.40

1799 12/02/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00

The telephone # for Manfred (4848153) no one answers;
please confirm the number 27/04/87

2525 29/05/87 01/01/00 FXQ DVM 540200 2 0 0 \$0.00

GIOVANNI DE CHOUDENS CONFIRMS THAT HE WILL BE IN MIAMI TO
MEET WITH MR.WILSON. 18/06/87

2530 04/06/87 01/01/00 FXQ DVM 540200 2 0 0 \$0.00

NEED THE AGENDA FOR THE CONFERENCE WITH THE TOPICS TO BE
DISCUSSED. BREAK ITDOWN BY HOUR 18/06/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$6.70
Otros Costos Total: \$0.00

Costo Total: \$6.70

1133 ADM>AGROTECH #

1800 12/02/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00

Request--Francisco is at AGROTECH and the phone # is
452-888 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1134 UFF&VA--ORLANDO--SHIPMENT

1802 11/02/87 01/01/00 FXQ DVM 533230 2 412020 0 0 \$0.00

The stand was sent in Eastern today at 7:00am. The guide
and confirmation will be sent later today. 27/04/87

1803 11/02/87 01/01/00 FXQ DVM 533230 2 412020 0 0 \$0.00

Stand--the guide # 00/83653920, Flight 024-Eastern (same
flight as Fernando). Information on AWB: packed by
Fedexpor and consigned by Freeman and a note that states to
contact Devres, Miami and your telephone #.
27/04/87

1804 11/02/87 01/01/00 FXQ DVM 533200 2 412020 0 0 \$0.00

Stand--the package was consigned to Orlando. Francisco
Saenz is here if have any questions call. 27/04/87

1801 12/02/87 01/01/00 FXQ DVM 533230 2 412020 0 0 \$0.00

Confirming AWB 00783653920; Francisco trying to call please
call him because of the connections here. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1136 SHRIMP--TYPE REQUESTED

2417 20/03/87 01/01/00 DVM FXQ 750500 2 EAV 0 10 \$0.00
 SHRIMP-SEND 5LBS OF SHRIMP TO MR. JIM CLARKJ. F. CLARK
 CORP.-3000 MARCUS AVE.LAKE SUCCESS, NY 10042 28/05/87

2428 27/03/87 01/01/00 DVM FXQ 750500 2 EAV 0 10 \$0.00
 DVR0274-TLX FDX 87089 SHRIMP-SAMPLES SHOULD BE REP OF WHAT
 WILL BE SHIPPED.MOSTLY U30 TO U50, WHITE OR PINK. ONE
 MASTER WITH 10 SLB SAMPLES IDEAL. 28/05/87

Este Trabajero-- Costo Laboral : \$9.60

1806 26/03/87 01/01/00 FXQ DVM 750500 2 412020 0 0 \$0.00
 Shrimp--in reference to tix of March 20, without
 numeration; What class of shrimp would you like,
 dimensions, etc. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1137 ASPARAGUS--JERSEY GIANT

2054 18/12/86 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0155-REF TLX FDX 86688-THE PRICE SOLD AT JERSEY GIANT.
 ALDS ADVISE IF PROFELLISON IS WANTED IN MARCH SO TO ARRANGE
 TRAVEL, AID, ETC. 14/05/87

2386 09/03/87 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0243-ASPARAGUS-PROF. ELLISON WILL BE AVAILABLE FOR TA
 FROM JUNE FORWARD.SUGGESTS DIFFERENT VARIETIES AREA OF
 RAINFALL, HUMIDITY & DRY-DESSERT 28/05/87

Este Trabajero-- Costo Laboral : \$9.60

1807 26/03/87 01/01/00 FXQ DVM 710200 2 412020 0 0 \$0.00
 Asparagus---A decision will be made as soon as we receive a
 visit from Price from Pillsbury. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1138 ARTICHOKE--PLANTS

2353 24/02/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
 DVR0228-ARTICHOKE PLANTS-CONTACTED BEN ANGLIAND WHO IS
 WILLING TO ASSIST INOBTAINING PLANTS & TECHNOLOGY IF GIVEN
 AN EXCLUSIVE MKING CONTRACT. 28/05/87

2399 11/03/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
 DVR0252-ARTICHOKE-CONTACTED MIKE NEWMAN AT SANTA CLARA
 SEED. HE IS ATTEMPTINGTO SOURCE THE PLANTS FROM A 3RD
 PARTY. GETTINE QUOTE FOR 20,000 PLANTS 28/05/87

2405 12/03/87 01/01/00 DVM FXQ 710000 2 EAV 0 15 \$0.00
 DVR0255--QUOTES FOR SEED FROM SANTA CLARA--MOSTLY SQUASH
 28/05/87

2448 13/04/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
 DVR0295-SEVERE SHORTAGE OF PLANTING MATERIAL AND SEEDS IN
 CA. SUN SEEDS ANDNURSERMAN ARE SOLD OUT UNTIL 1988 ONLY 29/05/87

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Este Trabajero-- Costo Laboral : \$21.60

2372 03/03/87 01/01/00 DVM FXQ 710100 2 TDY 0 10 \$0.00
 DVR0236-ARTICHOKE PLANTS-UPDATE ON ACTIVITY & INFO REQ. WE 28/05/87
 ARE CURRENTLYWORKING ON ANSWERING THE ABOVE.
 2408 13/03/87 01/01/00 DVM FXQ 710100 2 TDY 0 10 \$0.00
 DVR0257-ARTICHOKE PLANTS-PRICE IS 85 CENTS EACH PLANTS, FOB 28/05/87
 GROWER REQUIRESONE+ WEEK NOTICE TO DIG PLANTS
 2066 15/05/87 01/01/00 DVM FXQ 710100 2 TDY 0 10 \$0.00
 DVR0333-ADVISE ASAP VIA TELEX STATUS FOLLOWING REQUEST FOR 18/05/87
 PLANTS/SEEDS

Este Trabajero-- Costo Laboral : \$5.40

1783 27/02/87 01/01/00 FXQ DVM 710100 2 412020 0 0 \$0.00
 Artichokes-for the development of new products need the 27/04/87
 proforma for 20.000 plants of artichokes variety green
 Globe to be sent asap by sea.
 1808 26/03/87 01/01/00 FXQ DVM 710100 2 412020 0 0 \$0.00
 Artichokes---We will investigate how many plants those 27/04/87
 interested desire and will send instructions accordingly.
 1815 02/04/87 01/01/00 FXQ DVM 710100 2 412020 0 0 \$0.00
 Artichokes--The price of 0.85 is to high. Please try to 27/04/87
 find a lower price. Send proforma for 4.000 A 5.000 plants
 2086 19/05/87 01/01/00 FXQ DVM 710100 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE 21/05/87
 INITIATED PERMITS TOACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 15
 Costo Laboral Total: \$27.00
 Otros Costos Total: \$0.00

Costo Total: \$27.00

1140 STRAWBERRIES

1811 30/03/87 01/01/00 FXQ DVM 700700 2 412020 0 0 \$0.00
 Strawberries Steiner---reference prices1. AND 27/04/87
 4.000.000/HA2. AND 2.500.000/HA

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1141 ADM>WHEN WANT WORDPERFECT

2431 13/03/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
 DVRO279-NEED THE 1ST PAGE (TITLE PAGE) THAT STATES VERSION 28/05/87
 NUMBER ANDCOPYWRITE+ DATE ON BACK.

Este Trabajero-- Costo Laboral : \$1.80

1812 31/03/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Please us know exactly at what time you need WordPerfect to 27/04/87
 send the new release.

155

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1142 CARNATIONS

1813 02/04/87 01/01/00 FXQ DVM 730100 2 412020 0 0 \$0.00
 Carnations--need the flower prices for important members 27/04/87
 that want the real prices;please send ASAP

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1145 HONEYDEW--MOLESTINA

1816 02/04/87 01/01/00 FXQ DVM 700300 2 412020 0 0 \$0.00
 Melons--Mr. Hill spoke with me and said he would send a 27/04/87
 letter with the frequencies and space of the ship. With
 the possibility of ending the shipment with Banano, we are
 speaking with Warren McDonald.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1146 ROSES

2416 18/03/87 01/01/00 DVM FXQ 730300 2 EAV 0 10 \$0.00
 DVRO264-ROSES-CLIENT IN DETROIT WANTS TO PRUCHASE 200 DZ 29/05/87
 RED ROSES 16 INCHES TO 18 INCHES ADVISE AVAILABILITY & PRICE
 CIF MIAMI

2445 07/04/87 01/01/00 DVM FXQ 730300 2 EAV 0 10 \$0.00
 DVRO291-QUALITY WHOLESALE FLORIST WORKING ON DOC OF 28/05/87
 SHIPMENT SENT BY ROSALEGRE. HE STATES THE ROSE WERE OF POOR
 QUALITY AND THEY HAD MANY PROBLEMS

2447 10/04/87 01/01/00 DVM FXQ 730300 2 EAV 0 10 \$0.00
 DVRO293- SENT THROUGH ROSALEGRE-TLX APRIL 6-MADE CONTACT 28/05/87
 WITH MR. GALLIGAN AND QUALITY WHOLESALE. REQUIRE FUTHER
 INFO REFER TO ING CORREA IN QUITO

Este Trabajero-- Costo Laboral : \$14.40

1817 02/04/87 01/01/00 FXQ DVM 730300 2 412020 0 0 \$0.00
 Roses-in reference with tlx 264; Saenz said he ordered to 27/04/87
 little and they dont cover costs. Asked for 30 boxes
 minimum

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

Costo Total: \$14.40

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1148 PMA--CONVENTION-WANT TO BE VISITORS

2390 10/03/87 01/01/00 DVM FXD 531300 2 TDY 0 10 \$0.00
 DVR0246-PMA-CONTACTED THE PMA IN NEWARK, DELAWARE. THE 28/05/87
 ANAHEIM CONVENTION INDOCT IS ALMOST SOLD OUT. IF FDX WANTS
 TO EXHIBIT, NEED TO MAKE RESERVATIONS

Este Trabajero-- Costo Laboral : \$1.80

1703 26/08/86 29/08/86 FXD DVW 2 412020 0 0 \$0.00
 please advise cost of budget for PMA so FC can bring check 09/01/87
 to Puerto Rico.

1819 02/04/87 01/01/00 FXD DVM 531300 2 412020 0 0 \$0.00
 PMA Convention--Can we participate as visitors and not as 27/04/87
 exhibitors?

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1149 QUINDA

1870 27/01/87 01/01/00 FXD DVM 490000 2 412020 0 0 \$0.00
 THIS IS THE ADDRESS OF THE FIRM IN NY INTERESTED IN 22/04/87
 ACQUIRING QUINDA: KURT'S KOTTACES INC20 WEST, 64TH STREET,
 NY, NY 10023

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1150 SIPIA PUBLICATIONS

2454 13/04/87 01/01/00 DVM FXD 790000 2 EAV 0 10 \$0.00
 DVR0294-PUBLICATIONS FROM SIPIA ORDERED 4/6. DEVRES PAID 29/05/87
 \$10.00 TO NATIONALFOOD LAB

Este Trabajero-- Costo Laboral : \$4.80

1842 05/02/87 01/01/00 FXD DVM 490000 2 412020 0 0 \$0.00
 We need the following publications for Mr. Enrique Escudero 27/04/87
 gerente general de Sipia:l. Thermal Processe for Low Acid
 Canned Foods in Metal Containers Bulletin-26-L
 Twelfth Edition, June, 19822. Thermal Processes for Low
 Acid Food in

1821 03/04/87 01/01/00 FXD DVM 490000 2 412020 0 0 \$0.00
 Sipia--publications solicited for Sipia--We solicited 27/04/87
 with urgency because we don't want to have problems with
 Sipia. Ask for the following publications:Thermal Processe
 for Acid Canned Foods in Metal ContainersBulletin-226,12th
 Edition,

1829 10/04/87 01/01/00 FXD DVM 490000 2 412020 0 0 \$0.00
 Need an answer for Sipia over the publications requested 27/04/87
 for them which the want to receive via the Miami office.

2095 20/05/87 01/01/00 FXD DVM 790000 2 0 0 \$0.00
 PLEASE INDICATE HOW MUCH THE THERMAL PROCESSING REPORTS 21/05/87
 COSTS (DVM CAREFULLY SENT INFO)

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1151 UFF&VA--ORLANDO--FOLLOW UP

2124 22/12/86 01/01/00 DVM FXQ 533200 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXPOR:UFF VA CONVENTION 21/05/87

Este Trabajero-- Costo Laboral : \$4.80

1822 06/04/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00

Please help with the follow up with U.U.F.F. and V.A. The following is the text of the telex sent to them:quote:As a member of UFF-VA, we would like your help in the following:1. We are organizing a semianr for July, and we would like to

27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1152 TELEX # FOR TLX

1823 06/04/87 01/01/00 FXQ DVM 730300 2 412020 0 0 \$0.00

Sent by Rosalegre-- We would like information about 150 boxes of cut roses shipped to Miami and NY between Jan 26 and Feb 10, 1987. The Broker is Neil Galligan for Quality Wholesale Florist, 48N Westview Ave., White Plains, NY 10603, Tlx

27/04/87

1827 10/04/87 01/01/00 FXQ DVM 730300 2 412020 0 0 \$0.00

The Telex number for the telex sent by Rosalegre is 1210.

27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1155 ADM>ADMIN

3064 16/01/88 01/01/00 FXQ DVM 2 FC 0 0

EVIAR VIA FAX, CURRICULUM VITAE DEL SR. PEDRO HIDALGO, DEBIDO A QUE SE HA CONFUNDIDO.

Este Trabajero-- Costo Laboral : \$0.00

1826 07/04/87 01/01/00 FXQ DVM 300217 2 412020 0 0 \$0.00

Sandra is now temporarily responsible for the billings of AID-Devres-FDX since the other person resigned. Please send the following information since Sandra need it to justify Devres expenses.i. ref: advance to Devres US \$1433.09 The bill

27/04/87

Este Trabajero-- Costo Laboral : \$0.00

15

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1156 ADM>LIQUIDATION

1828 10/04/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Clasgro insists on not receiving liquidations offerings sent through AID. Please send to Lbrevedad if possible. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1158 ADM>TELE #'S

1832 10/02/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Request--They need the telephone number, address, and telex # of the Holiday Inn. We need it in a hurry since alot of people need to get in touch with the people that will be arriving from Guatemala. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1161 FAIRS FOR 1987

1836 10/02/87 01/01/00 FXQ DVM 533200 2 412020 0 0 \$0.00
 Ref: listing of fairs in 1987: Please send a listing of the fairs of exotic products and fruits and vegetables that are being planned for 1987. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1162 SNOW PEAS--JEFF AVRUCH

1180 07/07/86 01/01/00 DVW CLI 1 TDY 0 20 \$0.00
 Jeff Avirch - acting broker for FDX snow peas 21/07/86
 1247 16/07/86 25/07/86 DVW CLI 1 TDY 0 15 \$0.00
 Jeff Avirch - problems with fumigation 21/07/86
 1556 11/08/86 01/01/00 DVW CLI 2 711200 TDY 0 30 \$0.00
 Snow pea prices - telex 25/09/86

Este Trabajero-- Costo Laboral : \$11.70

1187 07/07/86 01/01/00 FXQ DVW 2 FDX318 0 0 \$0.00
 Snow peas - contact Jeff Avirch 21/07/86

Snow Peas -- Shipment to be sent 24 will advise 24/07/86
 1294 21/07/86 01/01/00 FXQ CLI 1 0 0 \$0.00
 Correa -- snow peas; cancelled shipment 24/07/86
 1333 25/07/86 29/07/86 FXQ CLI 1 0 0 \$0.00
 Correa--not sure when will send snowpeas, will advise 30/07/86

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 5
 Costo Laboral Total: \$11.70
 Otros Costos Total: \$0.00

Costo Total: \$11.70

1163 ADM>CALL ECUADOR

1839 09/02/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Please call Fernando. We can not get a line through from Ecuador. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1164 ADM>FINANCIAL

2172 13/01/87 01/01/00 DVM FXQ 312700 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING METHOD OF PAYMENT FOR MIAMI OFFICE EXPENSES 22/05/87
 2444 07/04/87 01/01/00 DVM FXQ 720600 2 EAV 0 10 \$0.00
 DVRO290-REF TLX FDX870100-EXPENSES: JOHN WILEY-SONS, CARDOMOM LITERATURE, 7/25/86-\$25.79 & 8/8/86-\$58.24 28/05/87

Este Trabajero-- Costo Laboral : \$9.60

1846 30/01/87 FXQ DVM 300217 2 412020 0 0 \$0.00
 On Jan 29, 1987, we made a bank transfer for the amount of \$900 for the payment of Oct., Nov., and Dec. 86 to Irving Miami Bank. 27/04/87

1841 04/02/87 01/01/00 FXQ DVM 300217 2 412020 0 0 \$0.00
 \$900 transfer--The transfer was done with Banco Sociedad General de Credit Credito (where we have our dollar account). With them sent the following payment: 27/04/87
 53196Date: 29/01/87Beneficiary: Devres Inc.
 2426 Ontario Rd. NW

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1165 GRAPES

2024 07/05/87 01/01/00 DVM FXQ 700225 2 EAV 0 10 \$0.00
 DVRO321-APHIS DOES NOT CURRENTLY PERMIT THE IMPORTATION OF GRAPES FROM ECUADOR. FURSTER REQ THAT THE POTENTIAL GROWERS WRITE A LETTER. 12/05/87

Este Trabajero-- Costo Laboral : \$4.80

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1844 03/02/87 01/01/00 FXQ DVM 700000 2 412020 0 0 \$0.00
Agricola Ruiz is and agricultural company which is going to 27/04/87
cultivated around 350 hectares of grapes of Thompson
Seedless quality. They want to know what the possibilities
are to commercialize this product in the U.S. This product
will be

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1167 ADM>ADMISSIBILITY OF PRODUCTS

2462 14/04/87 01/01/00 DVM FXQ 490000 2 EAV 0 10 \$0.00
DVRO299-ADVISE GASTON THAT ACCORDING TO THE CURRENT TARIFF 29/05/87
SCHEDULE OF THE US ECUADOR IS DESIGNATED AS A BENE DEVEL
COUNTRY- SPECIAL RATE

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1170 TRADE CONTACTS

1849 30/01/87 01/01/00 FXQ DVM 630000 2 412020 0 0 \$0.00
A list of the trade contacts by Mr. Molestina de Indseca. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1171 ADM>CALL CORREA

1850 29/01/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
If you want to talk with Ing Correa, try these phone 27/04/87
numbers in Guayaquil: Fedexpor Guayaquil Cpdone 327-056
or 327-061At night: Hotel ContinentalPhone 329-270

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1173 AUTO PARTS

2130 22/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVRO162-REQ STILL PENDING FOR FEDEXFOR:AUTO PARTS-IVAN 21/05/87

Este Trabajero-- Costo Laboral : \$4.80

1853 29/01/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
 Replies for Mr. Ivan Restrepo---Pedirte says not to buy the 27/04/87
 automotive replies since the problem has been resolved.
 Save the \$400 for when he goes to the fair.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1176 NARANJILLA--SCIENTIFIC NAME

1858 28/01/87 01/01/00 FXQ DVM 700350 2 412020 0 0 \$0.00
 Naranjilla--the scientific name for Naranjilla is Solanum 27/04/87
 Quitoense

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1178 DEHYDRATED VEG.

1861 13/04/87 01/01/00 FXQ DVM 790500 2 412020 0 0 \$0.00
 Dehydrated products---a new affiliate wants information: 27/04/87
 international prices, humidity parameters and bacteria of
 the following products: Garlic, Ginger, Turmeric, Plantain
 flour, Paprika, Chili pepper, Aromatic herbs, Onion, and
 Potatoes (in

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1164 TROPICAL FISHES RESTRICTIONS

2166 13/01/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING INFORMATION ON TROPICAL FISH 22/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1186 QUINDA--INFO

2422 23/03/87 01/01/00 DVM FXQ 790700 2 EAV 0 10 \$0.00
 DVRO269-CONFIRM OUR AGENCY REP FOR QUINDA PRODUCERS. USE 28/05/87
 AUTH TO QUOTE PRODUCT FOR DELIVERY. SPECIFY EXACT VARIETY,
 SIZE, DESCRIP, ECT.

2455 13/04/87 01/01/00 DVM FXQ 790700 2 EAV 0 10 \$0.00
 DVRO294-PER OUR CONVERSATION I AM WAITING SPECS FROM 29/05/87
 ARROWHEAD MILLS

Este Trabajero-- Costo Laboral : \$9.60

2460 13/04/87 01/01/00 DVM FXQ 790700 2 TDY 0 10 \$0.00
DVR0298-SENT APO QUINOA INFO 29/05/87

Este Trabajero-- Costo Laboral : \$1.80

1820 03/04/87 01/01/00 FXQ DVM 790700 2 412020 0 0 \$0.00
Quinoa--Prochemical authorizes representation follows 27/04/87
specifications of product:Whole GrainColor: Nature (Beige,
yellow, Ambar)Humidity/MX 13%size of grains: 1.4 MM Max.
5% smallerImpurities: Max 1% including broker
grainssaponine content:

1830 10/04/87 01/01/00 FXQ DVM 790700 2 412020 0 0 \$0.00
Want a response to the telex referring to Quinoa. 27/04/87

1952 06/05/87 01/01/00 FXQ DVM 790700 2 0 0 \$0.00
EXTRA INFORMATION ON QUINOA 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$11.40
Otros Costos Total: \$0.00

Costo Total: \$11.40

1187 HARICOT SHIPMENT

2010 02/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0135-PRODUCT ARRIVED IN GOOD CONDITION. QUALITY,
APPEARANCE & GRADINGACCEPTABLE. NOTIFY GROWERS OF HARICOTS
TO SEND MORE PRODUCT IF AVAIL 12/05/87

2050 16/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0152-HARICOTS VERTS ARRIVED WELL, BEING SOLD AS HIGH AS
DLR 5.00 PER LB. CUST WANTS MORE ASAP, PLEASE ADVISE. 14/05/87

2114 19/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0159-ADVISE REF. HARICOT VERTS SHIPMENT THIS SUNDAY SO
THAT WE MAY HAVESERVICES AVAILABLE. 21/05/87

2139 24/12/86 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0164-PLEASE ADVISE SHIPMENT FOR THIS SUNDAY TO NEW YORK.
NEED TO KNOW WHATPRODUCTS AND AMOUNT OF EACH THAT WILL BE
SHIPPED. 21/05/87

2157 09/01/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0176-HARICOT SHIPMENT FOR 1/11-PLEASE ADVISE IF THERE
WILL BE A SHIPMENT OFEITHER COMMODITY THIS SUNDAY SO THAT
WE MAY PREPARE PROPERLY. 22/05/87

2175 15/01/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0180-HARICOTS VERTS-PER PREVOR THIS MORNING PRODUCT
MOVING SLOWLY. CURRENTMKT APPROX 43.00/LB.CONDITION PRODUCT
STILL GOOD 22/05/87

2338 04/02/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0212-HARICOTS SHIPPED 1/30-THEY WERE SHIRVELLED 27/05/87

2055 18/12/87 01/01/00 DVM FXQ 710720 2 EAV 0 0 \$0.00
DVR0156-OUR CUST INFORMS ME THAT THEY CAN CONTINUE SELLING
HARICOTS AT GOODPRICES THOUGHOUT THE YEAR WE ADVISE GROWERS
TO CONTINUE PLANTING. 14/05/87

2055 18/12/87 01/01/00 DVM FXQ 710720 2 EAV 0 10 \$0.00
DVR0156-OUR CUST INFORMS ME THAT THEY CAN CONTINUE SELLING
HARICOTS AT GOODPRICES THOUGHOUT THE YEAR WE ADVISE GROWERS
TO CONTINUE PLANTING. 14/05/87

Este Trabajero-- Costo Laboral : \$38.40

2195 29/01/87 01/01/00 DVM FXQ 710720 2 TDY 0 10 \$0.00
DVR0198-HARICOT SHIPMENT ALL ARRIVED UNLTD WITH STEMS AND 22/05/87

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IN POOR CONDITION. ALL SHIPMENTS MUST BE FUMIGATED. TO CUT COST RECOMMENDS LARGER SHIPMENT

2389 09/03/87 01/01/00 DVM FXQ 710720 2 TDY 0 10 \$0.00
DVRO240-REF TLX FDx87061-PER JERRY -HARICOTS SETTLEMENTS 28/05/87
WILL BE FINISHED AT3:00PM TODAY. WILL ADVANCE AT THE TIME.

Este Trabajero-- Costo Laboral : \$3.60

1856 28/01/87 01/01/00 FXQ DVM 710720 2 412020 0 0 \$0.00
Haricot Vert shipment will be sent tomorrow Jan 29, 1987. 27/04/87
AWB 341 0572 5602, Ecuatoriana through Agriservices for
Prevor. Flight 052 total 80 boxes between snow peas,
haricot vert and artichokes.

1760 16/03/87 01/01/00 FXQ DVM 710720 2 412020 0 0 \$0.00
Haricot Vert--100 lb garonel & 100 lb royanel needed for 27/04/87
shipment

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 40
Costo Laboral Total: \$42.00
Otros Costos Total: \$0.00

Costo Total: \$42.00

1188 ARTICHOKE--SHIPMENT

2051 16/12/86 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVRO152-ARTICHOKE GOOD, BEST SAMPLE #6. MARKET NEXT WEEK 14/05/87
SHOULD BE GOOD, EXPECT DLR 10 TO 12 FOR 10LB BOX. ARE OTHER
SIZE CONTAINERS AVAILABLE

2194 29/01/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVRO198-SHIPMENT OF ARTICHOKE HAS ARRIVED BLACK, IN POOR 22/05/87
CONDITION TO MARKET. THUR&FRI SHIPMENT DIFFICULT TO MKT
BECAUSE OF WEEKEND.

2339 04/02/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVRO212-ARTICHOKE SHIPPED 1/30-ARRIVED BLACK AND WERE 27/05/87
DUMPED

Este Trabajero-- Costo Laboral : \$14.40

1857 28/01/87 01/01/00 FXQ DVM 710100 2 412020 0 0 \$0.00
Artichoke shipment being sent tomorrow Jan 29, 1987. AWB 27/04/87
341 0572 5602, Ecuatoriana through Agriservices for Prevor.
Flight 052, total 80 boxes between snow peas, haricot vert,
and artichokes.

1758 16/03/87 01/01/00 FXQ DVM 790000 2 412020 0 0 \$0.00
Artichoke-20,000 little plants needed for shipment 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1191 UFF&VA--ORLANDO--PARTICIPANTS

2145 06/01/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
DVRO170-UFF & VA REQUIRES NAMES AND ORGANIZATIONAL 22/05/87
AFFILIATION OF ALLEXHIBITORS FOR UNITED CONVENTION IN
ORLANDO, FLORIDA. PLEASE TLX NAMES.

2184 22/01/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
DVRO189-PARTICIPANTS FOR UFF&VA-SENT LIST OF PARTICIPANTS 22/05/87
ASAP. NEED LIST FOR RADIOS AND FOR PLANE RESERVATIONS.

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Este Trabajero-- Costo Laboral : \$3.60

1708	25/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
please coordinate all the information with quinoa corporation.							09/01/87
1707	25/08/86	01/01/00	FXQ DVW	2	412020	0 0	\$0.00
contact the quinoa corporation for they must share half the cost.							09/01/87
1838	09/02/87	01/01/00	FXQ DVM 533240	2	412020	0 0	\$0.00
Chanage reservations--Gunter travels alone without his wife and children so for now he needs a single room.							27/04/87
1837	09/02/87	01/01/00	FXQ DVM 533240	2	412020	0 0	\$0.00
Reservations for Gunter Chanage--Gunter just telephoned and confirmed that he wants double occupancies for him, his wife and his three children. Please confirm.							27/04/87
1835	10/02/87	01/01/00	FXQ DVM 533240	2	412020	0 0	\$0.00
Mr. Gregory Harper would like to go to the fair on Feb. 15-17. Please indicated if there is still enough time to make a hotel room reservation for him.							27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1192 UFF&VA--ORLANDO--BROCHURE

2183	22/01/87	01/01/00	DVM FXQ 533210	2	EAV	0 10	\$0.00
DVR0188-BROCHURE PRICES FROM TOM MURPHY. QUOTE IS \$19,800.							22/05/87

Este Trabajero-- Costo Laboral : \$4.80

2181	21/01/87	01/01/00	DVM FXQ 533210	2	TDY	0 10	\$0.00
DVR0186-PRICES FOR BROCHURE-COST FOR 70 COLOR SEPARATIONS PRINTING OF FOLDERIS+ \$13,885 FOR MED GRADE OR \$15,000 FOR TOP QUALITY							22/05/87
2182	22/01/87	01/01/00	DVM FXQ 533210	2	TDY	0 10	\$0.00
DVR0187-PRICE FOR BROCHURES-I HAVE CONTACTED ANOTHER PRINTER IN MIAMI WHO GAVEA QUOTE OF \$9,427.							22/05/87
2192	28/01/87	01/01/00	DVM FXQ 533210	2	TDY	0 10	\$0.00
DVR0196-MIKE AT TRU-COLOR IS WILLING TO REDUCE COSTS TO LOWEST QUOTE FOR SAMEJOB IN THE MIAMI AREA. THE CHEAPEST IS WORLD PRINTERS IN MIAMI.							22/05/87
2196	29/01/87	01/01/00	DVM FXQ 533210	2	TDY	0 10	\$0.00
DVR0199-RESULTS OF MY CONVERSATION WITH THE PRINTER:							22/05/87
2197	30/01/87	01/01/00	DVM FXQ 533210	2	TDY	0 10	\$0.00
DVR0201-THE MATERIAL FOR THE ORLANDO BROCHURE HAVE BEEN SENT VIA EASTERNSPRINT+ PACKAGE EXPRESS SERVICE AWB 007 7503 2425.							22/05/87

Este Trabajero-- Costo Laboral : \$9.00

1860	27/01/87	01/01/00	FXQ DVM 533210	2	412020	0 0	\$0.00
Brochure Orlando---Please by instructions of Fernando Correa and Giovanni De Choudens, stop the printing of the Quinoa page for the brochure New Products from Ecuador (only Quinoa) until futher notice.							27/04/87
1854	29/01/87	01/01/00	FXQ DVM 533210	2	412020	0 0	\$0.00
A telex sent by AID---In for Telex date Jauary 22, 1987 to Fedexpor the price of US \$9,427 was quoted by Devres. On January 28, 1987 your telex to Fedexpor informed that the							27/04/87

price was US\$17,174. The price is unacceptable. Please return all

1852	29/01/87	01/01/00	FXQ DVM 533210	2	412020	0 0	\$0.00
Sandra talked already to Ing. Correa and Mr. De Choudens and they agreed to continue the printing job with Mike if the price is, as you told Sandra, US \$10,000. This price includes printing, color separation, and everything. Please be sure							27/04/87
1851	29/01/87	01/01/00	FXQ DVM 533210	2	412020	0 0	\$0.00
We cannot pay any amount over US \$10,000 due to the fact that this price was quoted in Ecuador. If you cannot find other printing in that range please send all the material back to Ecuador immediately.							27/04/87
1796	13/02/87	01/01/00	FXQ DVM 533210	2	412020	0 0	\$0.00
Brochure/Graphics Feraud--Went yesterday to get the brochure and blame the delay on returning them to Graphics Feraud. An example of the nine pages were given to Giovanni Dechoudens yesterday for his opinion. The pages of not of good							27/04/87
1766	16/03/87	01/01/00	FXQ DVM 533200	2	412020	0 0	\$0.00
Orlando brochures--return the \$4700 sent previously for the printing of the brochures							27/04/87
1825	07/04/87	01/01/00	FXQ DVM 300217	2	412020	0 0	\$0.00
1. Return of the \$4700 for the brochures since AID does not accept change of accounts 2. Please send the bills justifying the \$20003. Please send the bills justifying the \$1433							27/04/87
1824	07/04/87	01/01/00	FXQ DVM 300217	2	412020	0 0	\$0.00
We need for you to return the \$4,700 for the brochures. If not the Federation will have to close its doors since AID will favor the Federation. Please understand that the check was sent for a certain object and must be retained for that							27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$13.80
 Otros Costos Total: \$0.00

Costo Total: \$13.80

1193 ASPARAGUS--INFO

2043	08/12/86	01/01/00	DVM FXQ 710200	2	EAV	0 10	\$0.00
DVR0145--PER BENSEN IN CA THE VARIETIES YOU REQ ARE ALL OLDER AND OUTDATED. THEY RECOMMEND UC 157 F1 AND F2.							13/05/87
2053	16/12/86	01/01/00	DVM FXQ 710200	2	EAV	0 10	\$0.00
DVR0154--IN REF TO YOUR TLX FDX 86688; RESPONDED TO QUESTIONS ASKED							14/05/87
1981	24/11/87	01/01/00	DVM FXQ 710200	2	EAV	0 10	\$0.00
DVR0120--WHERE ARE WE RE PRUCHASE AND SHIPMENT OF ASPARAGUS PLANTS/SEED							11/05/87

Este Trabajero-- Costo Laboral : \$14.40

1992	28/11/87	01/01/00	DVM FXQ 710200	2	TDY	0 10	\$0.00
I HAVE CONTACTED MR. BENSON AT CALF ASPARAGUS SEED AND TRANSPLANT, INC. HE HAS AVAILABLE UC 157 F.1 (ONE OF THE VARIETIES RECOM BY PROF ELLISON).							12/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$16.20
 Otros Costos Total: \$0.00

Costo Total: \$16.20

1195 MUSHROOMS--STUDY

2123 22/12/86 01/01/00 DVM FXQ 710765 2 EAV 0 10 \$0.00
DVRO162-REQ STILL PENDING FOR FEDEXFOR:MUSHROOM STUDY GO OR 21/05/87
NO GO?

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1196 FAST PEEL

2438 03/04/87 01/01/00 DVM FXQ 790600 2 EAV 0 10 \$0.00
DVRO286-REQ FOR CHEMICAL PEELING AGENT-FAST PEEL 28/05/87
PHROHIBITED BY FDA. SOURCED ASIMILAR CHEMICAL "TRITON",
MANUF BY ROMAN-HAAS, AVAILABLE MONDAY

2446 08/04/87 01/01/00 DVM FXQ 790600 2 EAV 0 10 \$0.00
DVRO292-LOCATED A SUBFACTURAT (WETTING AGENT) WHICH HAS 28/05/87
SUBSTITUTED FOR FASTPEEL. IT IS AVAILABLE FROM DUBOIS COM
IN OHIO. SENDING SAMPLE

2453 13/04/87 01/01/00 DVM FXQ 790600 2 EAV 0 10 \$0.00
DVRO294-FAST PEEL-PLEASE REFER TELEX DEVRO292 SENT 4/8 29/05/87

Este Trabajero-- Costo Laboral : \$14.40

2426 25/03/87 01/01/00 DVM FXQ 790600 2 TDY 0 10 \$0.00
DVRO273-FAST PEEL-THIS PRODUCT IS NO LONGERE MANUFACTURED. 28/05/87
THE MOST POPULARCHEMICAL PEELING AGENTS CURRENTLY BEING
USED ARE THE FOLLOWING:

Este Trabajero-- Costo Laboral : \$1.80

1765 16/03/87 01/01/00 FXQ DVM 533200 2 412020 0 0 \$0.00
Orlando Trade Fair--need original invoices for the \$2000. 27/04/87

1764 16/03/87 01/01/00 FXQ DVM 790600 2 412020 0 0 \$0.00
Fast Peel--What is the status of the request 27/04/87

1810 30/03/87 01/01/00 FXQ DVM 790600 2 412020 0 0 \$0.00
Fast Peel--pick any peeling agent and send 1 kilo, AKA 27/04/87
sample

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$16.20
Otros Costos Total: \$0.00

Costo Total: \$16.20

1197 HONEYDEW--FISHER BROS.

2186 26/01/87 01/01/00 DVM FXQ 700300 2 EAV 0 10 \$0.00
DVRO191-SPOKE WITH ONE EXPORTER CONTACTS IN CHILE. 22/05/87
INTERVENE WITH CHILEANLINES+ TO SEE IF THEY CAN STOP IN
MANTA TO LOAD HONEYDEW MELONS FOR SHIPMENT TOTHE US

Este Trabajero-- Costo Laboral : \$4.80

1989 28/11/86 01/01/00 DVM FXQ 700300 2 TDY 0 10 \$0.00

MANABI. CONTACT DR. PIEDRAHLIA & SEE IF THEY ARE STILL INTERESTED IN THE DEAL FOR NEXT YEAR.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$6.60
Otros Costos Total: \$0.00

Costo Total: \$6.60

1199 ADM>CASERA FOODS

2150 09/01/87 01/01/00 DVM FXQ 71100 2 EAV 0 10 \$0.00
DVR0174-PIEGON PEAS CANNING INFO- YR TLX FDX87003I CALLED 22/05/87
DRA. DIAZ AND RAMON CRUZ. ALSO I CALLED CASERA FOODS.

Este Trabajero-- Costo Laboral : \$4.80

1730 24/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
Contact Casera Co./Puerto Rico have them send 30lbs. 15/01/87
variety of semilla beans send F.C. via Luthansa to (Sector Privado) AID,QUITO

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1205 ARTICHOKE--TECH INFO

2436 02/04/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVR0284-FOLLOWING INDIVIDUALS WOULD BE AVAILABLE FOR TECH 28/05/87
ASSISTANCE INECUADOR: WAYNE SCHRADER & PEDRO BEAS

2450 13/04/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVR0294-MAILED TO YOU CURRICULUM FOR MR. SCHRADER, 29/05/87
POTENTIAL ARTICHOKEADVISOR. PLEASE REPLY WHEN RECEIVED.

2450 13/04/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
DVR0294-MAILED TO YOU CURRICULUM FOR MR. SCHRADER, 29/05/87
POTENTIAL ARTICHOKEADVISOR. PLEASE REPLY WHEN RECEIVED.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1214 DUBOIS CHEM PEELING

2459 13/04/87 01/01/00 DVM FXQ 790600 2 TDY 0 0 \$0.00
DVR0298-SENT APO TECHNICAL SPECIFICATIONS FOR DUBOIS 317 29/05/87
FRUIT & VEG PEELINGADDITIVE

2466 15/04/87 01/01/00 DVM FXQ 790600 2 TDY 0 10 \$0.00
DVR0303-RECEIVED SAMPLE OF DUBOIS 317, A FRUIT & VEG 29/05/87
PEELING ADDITIVE. WILLSEND TODAY VIA APO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

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Costo Total: \$1.80

1217 TROPICAL FISHES FIND CONTACTS

2121 22/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVR0162- REQ STILL PENDING FOR FEDEXPORT:INFO FOR TROPICAL 21/05/87
FISH YR TLX FDX 86687

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1223 MOLLUSKS

1727 24/09/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
Response to telex of 8/19 referring to the travel plans of 15/01/87
Mr. Castagna - he will be diving, therefore he needs to
bring owns mask andregulator.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1228 ADM>FLOWER

2005 01/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0131-FOLLOW UP MAURICIO DAVALOS MEMBERSHIP IN FEDEXPOR 12/05/87
ON HIS VISIT HERE HEEXPRESSED A DESIRE TO JOIN & INTRODUCE
ME TO HIS BROKER,DITEX FLOWER

2006 01/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0132-REF TLX FDX86659-RECENT VISIT OF SRS. PABLO RUIZ, 12/05/87
MAURIIO DAVALOS,&ERNESTO RIBADENEIRA WITH ECUATORIANA HAD
POSITIVE RESULTS.

Este Trabajero-- Costo Laboral : \$9.60

3064 25/05/88 01/01/00 FXQ DVM 2 FX 0 0

3081 07/07/88 01/01/00 FXQ DVM 2 FX 0 0

Este Trabajero-- Costo Laboral : \$0.00

2507 10/06/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
DVR0363-APD PACKAGE SENT WITH COPY OF THE FLORIDA CUI 17/06/87
FLOWER REPORTS YOUREQ

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$11.40
Otros Costos Total: \$0.00

Costo Total: \$11.40

1229 FLOWER--SHIPPERS

1964 14/11/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
 DVRO108-PLEASE SEND VIA TLX ASAP THE INFO FOR THE EXPORTERS THAT WILL BE RECEIVING SERVICES. WE NEED THE FOLLOWING INFO. 11/05/87

Este Trabajero-- Costo Laboral : \$4.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1231 MUSHROOMS--PROPOSAL

2044 10/12/86 01/01/00 DVM FXQ 710765 2 TDY 0 10 \$0.00
 DVRO147-PLEASE ADVISE ASAP REF. PROPOSAL SENT TO YOU TLX 13/05/87
 11/27 OUR RESEARCHERS NEED TO KNOW SO THAT IF APPROVED, WORK CAN BE SCHEDULED

Este Trabajero-- Costo Laboral : \$1.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1232 SNOW PEAS--PRICES

1963 13/11/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVRO107-MARKET IN NYC REPORTED DLR.90 FOR CALIF., .90-1.00 11/05/87
 FOR GUATEMALA. PLEASE ADVISE WITH AS MUCH NOTICE AS POSSIBLE ANTICIPATED SHIPMENT, DETAILS, ETC.

1963 13/11/86 01/01/00 DVM FXQ 711200 2 EAV 0 0 \$0.00
 DVRO107-MARKET IN NYC REPORTED DLR.90 FOR CALIF., .90-1.00 11/05/87
 FOR GUATEMALA. PLEASE ADVISE WITH AS MUCH NOTICE AS POSSIBLE ANTICIPATED SHIPMENT, DETAILS, ETC.

1983 24/11/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 PER USDA IN NYC, TERMINAL MARKET PRICES FOR GUATEMALAN PEAS 11/05/87
 RANGE 1.00 TO 1.40 PER LB. PER 3 MAJOR IMPORTERS, PRICES RANGE FROM .70 TO .80/LB.

2415 18/03/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVRO263-CUST IN NY ADVISED CURRENT TERMINAL MKT PRICE 28/05/87
 \$1.20-1.60, DUE TO POOR WEATHER IN GUAT. CHECK WITH MEREX AS TO HOW THEY WILL MKT SNOW PEAS

Este Trabajero-- Costo Laboral : \$14.40

1995 28/11/86 01/01/00 DVM FXQ 711200 2 TDY 0 10 \$0.00
 THE SNOW PEAS MARKET CONTINUES SOFT, SELLING AT AROUND DLR 12/05/87
 7.00 PER BOX.

2484 30/04/87 01/01/00 DVM FXQ 711200 2 TDY 0 10 \$0.00
 DVRO320-SNOW PEA PRICES FOR THE WEEK OF APRIL 22 TO APRIL 28 29/05/87

Este Trabajero-- Costo Laboral : \$3.60

1834 10/02/87 01/01/00 FXQ DVM 711200 2 412020 0 0 \$0.00
 Snow peas--please send the prices every week. Solicitated 27/04/87
 the same on Dec. 5, 1987 telex GB3

1773 09/03/87 01/01/87 FXQ DVM 711200 2 412020 0 0 \$0.00
 Snow Peas--last prices quoted 27/04/87

1949 30/04/87 01/01/00 FXQ DVM 711200 2 0 0 \$0.00
 PLEASE SEND URGENTLY THE PRICE OF SNOW PEAS FOR THIS WEEK. 11/05/87

I NEED TO KNOW THEIR A REUNION AT 170

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 50
Costo Laboral Total: \$18.00
Otros Costos Total: \$0.00

Costo Total: \$18.00

1234 MUSHROOMS--CANNED INFO

2168 13/01/87 01/01/00 DVM FXD 710765 2 EAV 0 10 \$0.00
DVR0179-REQ STILL PENDING MUSHROOMS CANNING STUDIES 22/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1235 POTATOES

1958 11/11/86 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0103-RESPONSE TO TELEX FCP 97 ON FRESH POTATOES BEING
EXPORTED TO US FROM ECUADOR 11/05/87

1967 15/11/86 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0111-PER CUST THE POTATOES ARRIVED IN TRINIDAD IN SOUND
CONDITION. THEY WANT TO MOVE THE DEAL AHEAD. NEED RESPONSES
AND ATTN TO THE FOLLOWING. 11/05/87

2007 01/12/86 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0133-I SPOKE WITH ING. FABIAN SOLANO. HE IS HAVING A
MEETING WITH THE POTATO PRODUCERS TO DISCUSS THE ON GOING
EXPORT DEAL W/THE CARIBBEAN. 12/05/87

2134 22/12/86 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXPOR: TANSPORTATION STUDY
FOR POTATOES TO THE CARIBBEAN 21/05/87

2340 06/02/87 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0213-POTATOES-STILL HIGH INTEREST IN EXPORTING POTATOES
TO THE CARIBBEAN. HE+ IS LOOKING FOR ALERANTIVE SOURCES.
PLEASE ADVISE FUTHER DEV. 27/05/87

1975 20/11/87 01/01/00 DVM FXD 711050 2 EAV 0 10 \$0.00
DVR0117-RECEIVED COMMUNICAITON TODAY FROM OUR POTATO
CONTACT. THE FOLLOWING IS AN EXCERPT FROM HIS LETTER. 11/05/87

Este Trabajero-- Costo Laboral : \$28.80

Este Caso-- Tiempo Total: 1 0
Costo Laboral Total: \$28.80
Otros Costos Total: \$0.00

Costo Total: \$28.80

1239 PHHC--Quito

2485 30/04/87 01/01/00 DVM FXD 540200 2 TDY 0 10 \$0.00
DVR0320-RESUME OF BOLTON SENT APO YESTERDAY 29/05/87

2218 12/05/87 19/07/87 DVM CLI 540200 1 TDY 0 45 \$0.00
PHONE CODE 05-TELEPHONED WILSON-IS AVAILABLE AND STILL
INTERESTED 27/05/87

2487 27/05/87 01/01/00 DVM FXD 540200 2 TDY 0 10 \$0.00
DVR0350-PHH SEMINAR-COPY OF MEMORANDUM WHICH I SHARED WITH
GIOVANNI DECHODDENS-IT ANSWERED MANY OF THE QUESTION YOU
POSED IN RECENT TELEX 29/05/87

2-74 2679 12/06/87 01/01/00 DVM FXD 540200 2 TDY 1 30 \$0.00

TELEX # DUR370 > WILSON AND BOLTON TRAVEL ARRANGEMENTS. FDX
 TO PAY PERDIEM AIRFARE OTHER TRAVEL UPON ARRIVAL.

2697	02/07/87	01/01/00	DVM FXQ	2	TDY	0	10	\$0.00
TELEX # 383								
2697	02/07/87	01/01/00	DVM FXQ	2	TDY	0	10	\$0.00
TELEX # 383 > WILSON AND BOLTON ITINERARY - PLS SEE FAX.								
2704	09/07/87	01/01/00	DVM FXQ	2	TDY	1	10	\$0.00
TELEX # 391 > SENDING VIA APO: 1) HANDBOOK 66 2) EVALUATION FORMS 3) BIBLIOGRAPHY. COST WILSON TICKET \$ 890 RT.								
2715	16/07/87	01/01/00	DVM FXQ	2	TDY	2	10	\$0.00
TELEX # 399 > CONFIRMING 150 PAGES DOCUMENTS TO COPY. PLS CONFIRM AVAILABILITY OF TWO SLIDE PROJECTORS.								
2717	17/07/87	01/01/00	DVM FXQ	2	TDY	0	30	\$0.00
TELEX # 400 > WILSON WILL HAVE ADDITIONAL 60 PAGES OF DOCUMENTS TO COPY.								
2745	19/08/87	01/01/00	DVM FXQ	2	TDY	0	20	\$0.00
PLS SEND EVALUATION FORMS FROM QUITO CONFERENCE								
2813	15/09/87	01/01/00	DVM FXQ	2	TDY	0	20	\$0.00
PLEASE RETURN AUDIO/VISUAL MATERIALS FROM QUITO CONFERENCE.								

Este Trabajero-- Costo Laboral : \$81.14

Este Caso-- Tiempo Total: 7 25
 Costo Laboral Total: \$81.14
 Otros Costos Total: \$0.00

Costo Total: \$81.14

1241 BEESWAX

2028	07/05/87	01/01/00	DVM FXQ 790000	2	EAV	0	10	\$0.00
DVR0322-REF TLX FDX87144-CONTACTED MR. PHIL LIMA OF APHIS. HE STATES NORESTRICTIONS TO IMPORTATION OF BEESWAX FROM ECUADOR, ONLY THAT IT HAS TO MELTED						12/05/87		
2225	26/05/87	01/01/00	DVM FXQ 790000	2	EAV	0	10	\$0.00
DVR0349-BEESWAX-YR TLX 168-SPOKE WITH PHIL LIMA. CONFIRMED THAT ECUADORIAN BEESWAX, MELTED AND MOLDED IN SOLID FORM, CAN BE IMPORTED TO THE US.						27/05/87		

Este Trabajero-- Costo Laboral : \$9.60

1941	07/05/87	01/01/00	DVM cli	2	TDY	0	45	\$0.00
Called Bill Forester of APHIS. referred to Phil Lima. Beeswax is regulated unless liquified.						07/05/87		

Este Trabajero-- Costo Laboral : \$8.10

2029	06/05/87	01/01/00	FXQ DVM 790000	2		0	0	\$0.00
NEW AFFILIATE WANTS INFO ON BEESWAX EXPORTATION TO THE US. NEED NORMS AND REGULATION.						13/05/87		
2212	22/05/87	29/05/87	FXQ DVM 790000	2		0	0	\$0.00
FDXP REQUIRES CONFIRMATION RE ECUADORIAN BEESWAX: CAN IT BE IMPORTED MELTED AND MOLDED IN SOLID FORM.						27/05/87		

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 5
 Costo Laboral Total: \$17.70
 Otros Costos Total: \$0.00

Costo Total: \$17.70

1242 HONEYDEW--APHIS

2023	07/05/87	01/01/00	DVM FXQ 700300	2	EAV	0	10	\$0.00
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RESTRICTIONS FORECUADORIAN HONEYDEWS TO THE 87-88 SHIPPING SEASON WITH ONE MODIFICATION.

2022 07/05/87 01/01/00 DVM FXQ 780000 2 EAV 0 10 \$0.00
 DVR0321-PERMISSABILITY OF IMPORTATIONS-SPOKE WITH MR. 12/05/87
 WILLIAM FORSTER, APOLUGIZED FOR DELAY AND FURNISHED
 FOLLOWING INFORMATION:

Este Trabajero-- Costo Laboral : \$9.60

1942 07/05/87 01/01/00 DVM cli 2 TDY 0 45 \$0.00
 Called Bill Forester of APHIS. Honeydew import 07/05/87
 requirements will be same aslast year except!! the area of
 export will be specified, i.e. only those areaswhich have
 been trapping for a whole season will be allowed to export
 to theUS.

Este Trabajero-- Costo Laboral : \$8.10

Este Caso-- Tiempo Total: 1 5
 Costo Laboral Total: \$17.70
 Otros Costos Total: \$0.00

Costo Total: \$17.70

1243 GRANADILLA ADMISSIBILITY

2189 27/01/87 01/01/00 DVM FXQ 700500 2 EAV 0 10 \$0.00
 DVR0194- I SENT A LETTER TO WILLIAM FORSTER REQUESTING 22/05/87
 PERMISSION TO IMPORTTHIS FRUIT. CURRENTLY NOT ON ADMISSIBLE
 PRODUCT LIST

2025 07/05/87 01/01/00 DVM FXQ 700500 2 EAV 0 10 \$0.00
 DVRO321-GRANADILLA IMPORTATION IS PROHIBITED 12/05/87

Este Trabajero-- Costo Laboral : \$9.60

1943 07/05/87 01/01/00 DVM cli 2 TDY 0 45 \$0.00
 Called Bill Forester of APHIS. Granadilla is prohibited 07/05/87
 from Ecuador.

Este Trabajero-- Costo Laboral : \$8.10

Este Caso-- Tiempo Total: 1 5
 Costo Laboral Total: \$17.70
 Otros Costos Total: \$0.00

Costo Total: \$17.70

1244 ADVS ON WINTER WINDOW

1944 30/04/87 14/05/87 FXQ DVM 490000 1 0 0 \$0.00
 Fernando rqst that DVR identify 7-10 products for 08/05/87
 Ecuadorians to plant forwinter window of 1987-88.Specify
 plantings, ha. and projected import quantities.

2536 09/06/87 01/01/00 FXQ DVM 490000 2 0 0 \$0.00
 MY VERBAL REV A MONTH AGO ON THE PLAN OF PRODUCTION FOR 18/06/87
 PRODUCE NONTRADITIONALFOR 87-88 NEED A PLAN OF PRODUCTION

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

2030 07/05/87 01/01/00 DVM FXQ 720050 2 EAV 0 10 \$0.00
 DVRO323-INFORM THE INTERESTED MEMBER THAT WE ARE WORKING ON 13/05/87
 OBTAINING THIS INFO. WILL ADVISE RESULTS ASAP. DIFFICULT
 TO FIND INFO ON COSMETICS

2061 11/05/87 01/01/00 DVM FXQ 72050 2 EAV 0 10 \$0.00
 DVRO327-PLEASE ADVISE MEMBER OF INITIAL MARKETINGCONTACT: 18/05/87
 LUIS FRISCHLING. THEY WOULD NOT DIVULGE PRICES OR
 QUANTITIES.

Este Trabajero-- Costo Laboral : \$9.60

2548 24/06/87 01/01/00 DVM LLI 700100 1 FDY 0 10 \$7.87
 MCI PHONE BILL 6/11/87

Este Trabajero-- Costo Laboral : \$1.80

1945 28/04/87 01/01/00 FXQ DVM 720050 2 0 0 \$0.00
 IS IT POSSIBLE TO EXPORT CRUDE AVACADO OIL & REFINED 11/05/87
 AVACADO OIL TO NIVEL DFSOCOSDMETOLGY. WHAT QUANTITY,PRICE,
 ETC.

1954 07/05/87 01/01/00 FXQ DVM 720050 2 0 0 \$0.00
 AFFILIATES DESPERATE TO OBTAIN INFO; HAS PAID ALL QUOTAS 11/05/87
 FOR THE YEAR. HESENDS US LETTERS SAYING THAT IS AFFILIATION
 TO FDX IS BASED MOSTLY ON THISINFO

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$11.40
 Otros Costos Total: \$7.87

Costo Total: \$19.27

1246 BOUQUETS

2469 20/04/87 01/01/00 DVM FXQ 730000 2 EAV 0 0 \$0.00
 DVRO306-BOUQUETS-IN TOUCH WITH A RECEIVER THAT SERVICES ON 29/05/87
 OF THE LARGESTCHAIN STORE SUPERMKT OPERATIONS IN WASH, DC.
 INTERESTED SERVICING ACCT

Este Trabajero-- Costo Laboral : \$0.00

2079 18/05/87 01/01/00 DVM FXQ 730000 2 TDY 0 10 \$0.00
 DVRO336-PLEASE ADVISE IF YOU ARE STILL INTERESTED IN THIS 18/05/87
 BUSINESS. REF TLXDVRO306 &316

Este Trabajero-- Costo Laboral : \$1.80

1940 29/04/87 01/01/00 FXQ DVM 730000 2 0 0 \$0.00
 YR TLX 306;INFO SENT TO AFFILIATES. WAITING FOR THERE 30/04/87
 REPLY. WILL INSIST BYTELEPHONE TODAY & TOMORROW. DEFINTE
 RESPONSE BY MAY 4.

1946 29/04/87 01/01/00 FXQ DVM 730000 2 0 0 \$0.00
 IN REF TO YOUR TLX 306. SENT INFOR TO AFFILIATES AND EXPECT 11/05/87
 A RELY FROM THEM.A DEFINITE RESPONSE BY MAY 4.

2082 19/05/87 01/01/00 FXQ DVM 730000 2 0 0 \$0.00
 BOUQUETS-COORDINANDO SENT AND I WILL CONFIRM THE DATE 21/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1248 SEMINAR

1948 30/04/87 01/01/00 FXQ DVM 540200 2 0 0 \$0.00
 PLEASE SEND URGENTLY ABOUT THE THE PEOPLE FOR THE SEMINAR. 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1250 ADM>REQUEST TO CALL

1950 04/05/87 01/01/00 FXQ DVM 490000 2 0 0 \$0.00
 TIM CAN YOU PHONE ME NOW. I NEED TO TALK TO YOU. 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1252 HONEY

2142 29/12/86 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00
 DVR0167-SIZING AND CONTAINERS. THE STANDARD CONTAINER IS 7 INCHES DEEP. 22/05/87

2188 27/01/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0193-HONEY-SPOKE WITH TRADING COMPANY THAT HANDLES HONEY. BIGGEST PRODUCERS ARE CHINA, ARGENTIA, MEXICO, AND RUSSIA 22/05/87

Este Trabajero-- Costo Laboral : \$9.60

1953 06/05/87 01/01/00 FXQ DVM 790000 2 0 0 \$0.00
 DONT FORGET ABOUT THE HONEY. I NEED A REPLY ON THE FIRST POINT FOR TOMORROW. 11/05/87

1953 06/05/87 01/01/00 FXQ DVM 790000 2 0 0 \$0.00
 DONT FORGET ABOUT THE HONEY. I NEED A REPLY ON THE FIRST POINT FOR TOMORROW. 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

 Costo Total: \$9.60

1254 CHERRY TOMATOES

2214 14/05/87 01/01/00 DVM CLI 711500 1 TDY 0 15 \$0.00
 CHERRY TOMATOES-PHONE CODE 09-CALLS TO SOURCE INFO 27/05/87

2510 10/06/87 01/01/00 DVM FXQ 711500 2 TDY 0 10 \$0.00
 DVR0363-IN APO PACKAGE SENT TOMATOE PUBLICATIONS FOR FRUAGRO 18/06/87

Este Trabajero-- Costo Laboral : \$4.50

9-78 1955 07/05/87 11/05/87 FXQ DVM 710000 2 0 0 \$0.00
 FRUAGRO REQUESTS LITERATURE ON CULTIVATING CHERRY TOMATOES 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 25
Costo Laboral Total: \$4.50
Otros Costos Total: \$0.00

Costo Total: \$4.50

1255 STRAWBERRIES--LITERATURE

2497 01/06/87 01/01/00 DVM FXQ 700700 2 JDF 0 10 \$0.00
DVR0354-IN AN APD PACKAGE WAS SENT AN ARTICLE ON THE 17/06/87
STRAWBERRY IRRIGATION

Este Trabajero-- Costo Laboral : \$1.30

2215 14/05/87 01/01/00 DVM CLI 700700 1 TDY 0 15 \$0.00
STRAWBERRY LIT-PHONE CODE 09-CALLS TO SOURCE INFO 27/05/87

2107 19/05/87 01/01/00 DVM FXQ 700700 2 TDY 0 10 \$0.00
DVR0346-LITERATURE ON STRAWBERRY PRODUCTION FOR FRUAGRO HAS 21/05/87
BEEN ORDERED AND INCLUDE THE FOLLOWING PUBLICATIONS

2509 10/06/87 01/01/00 DVM FXQ 700700 2 TDY 0 10 \$0.00
DVR0363-IN APD PACKAGE SENT COPY OF THE STRAWBERRY 18/06/87
PUBLICATIONS FOR FRUAGRO

2876 24/06/87 01/01/00 DVM CLI 700700 1 TDY 0 10 \$4.22
MCI BILL 6/11/87

Este Trabajero-- Costo Laboral : \$8.10

1956 07/05/87 01/01/00 FXQ DVM 700150 2 0 0 \$0.00
SRUAGRO REQUEST LITERATURE ON STRAWBERRIES IN GENERAL 11/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 55
Costo Laboral Total: \$9.40
Otros Costos Total: \$4.22

Costo Total: \$13.62

1256 FLOWER--PRICES

1966 14/11/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0110-FLOWER PRICES 11/05/87

1969 18/11/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0113-FLOWER PRICES FOR MONDAY NOV 17 11/05/87

2008 02/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0134-FLOWER PRICES FOR DECEMBER 1 12/05/87

2014 05/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0140-FLOWER PRICES 12/05/87

2046 10/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0149-FLOWER PRICES 14/05/87

2052 16/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0153-FLOWER PRICES 14/05/87

2174 13/01/87 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0180-FLOWER PRICES 22/05/87

2176 16/01/87 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0181-FLOWER PRICES 22/05/87

2179 20/01/87 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0184-FLOWER PRICES 22/05/87

Este Trabajero-- Costo Laboral : \$43.20

1957 04/11/86 01/01/00 DVW FXQ 730000 2 TDY 0 10 \$0.00
DVR0102-FLOWER PRICES FOR THE WEEK OF NOV 11/05/87

1987	28/11/86	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0125-FLOWER PRICES							12/05/87
2119	19/12/86	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0157-FLOWER PRICES							21/05/87
2137	24/12/86	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0163-FLOWER PRICES							21/05/87
2143	31/12/86	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0168-FLOWER PRICES							22/05/87
2144	06/01/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0169-FLOWER PRICES							22/05/87
2227	03/02/87	02/03/87	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0207-FLOWER PRICES							27/05/87
2341	06/02/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0214-FLOWER PRICES							27/05/87
2345	11/02/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0218-FLOWER PRICES							28/05/87
2348	19/02/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0220B-FLOWER PRICES							28/05/87
2354	24/02/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0230-FLOWER PRICES							28/05/87
2361	02/03/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0232-FLOWER PRICES							28/05/87
2385	09/03/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0242-FLOWER PRICES							28/05/87
2404	12/03/87	01/01/00	DVM FXQ	730000	2	TDY	0 15	\$0.00
	DVR0250 FLOWER PRICES							28/05/87
2406	13/03/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0256-FLOWER PRICES							28/05/87
2429	30/03/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0276-FLOWER PRICES							28/05/87
2483	30/04/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0319-FLOWER PRICES							29/05/87
2031	08/05/87	01/01/00	DVM FXQ	730000	2	TDY	0 10	\$0.00
	DVR0324-FLOWER PRICES							13/05/87

Este Trabajero-- Costo Laboral : \$33.30

1691 07/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 regarding flowers prices as qezequiel to contact sherrey in 09/01/87
 miami 305/628-8686 she will give him the needed prices

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 4 35
 Costo Laboral Total: \$76.50
 Otros Costos Total: \$0.00

Costo Total: \$76.50

1258 STRAWBERRIES--DEMAND

1959 11/11/86 01/01/00 DVM FXQ 700700 2 EAV 0 10 \$0.00
 DVR0104-THERE IS A DEMAND FOR STRAWBERRIES. CONTACT AGRUMUD 11/05/87
 AND SEE IF THEYHAVE ANY PRODUCTION AVAILABLE AND AT WHAT
 PRICES.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1259 OKRA

1960 11/11/86 01/01/00 DVM FXQ 710800 2 EAV 0 10 \$0.00
DVR0105-PLEASE ADVISE ASAP RESULTS OF MEETING WITH DROUET 11/05/87
SO THAT WE CANADVISE CHANANGE ABOUT PLANTING

Este Trabajero-- Costo Laboral : \$4.80

1991 28/11/87 01/01/00 DVM FXQ 710800 2 IDY 0 10 \$0.00
LET ME KNOW WHAT PLANS LEONIDAS DROUET HAS REF OKRA SO I 12/05/87
CAN TELL GUNTER TO INGRES ALREAGE IF NECESSARY.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$6.60
Otros Costos Total: \$0.00

Costo Total: \$6.60

1260 MUSHROOMS--PROFORMA

1961 12/11/86 01/01/00 DVM FXQ 710765 2 EAV 0 10 \$0.00
DVR0106-PLEASE ADVISE VILLASECA GROUP THAT DVR WILL HAVE 11/05/87
COST ESTIMATE ANDWORK ORDER PRO FORMA READY BY 11/19/86. WE
HAVE CONTACTED A SPECIALIST.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1261 HONEYDEW--EAV TRAVEL TO NY

1962 12/11/86 01/01/00 DVM FXQ 700300 2 EAV 0 10 \$0.00
DVR0107-INSPECTION-THE FOLLOWING IS A PROPOSED BUDGET THAT 11/05/87
WOULD COVER THECOSTS FOR EAV III TO GO TO NY TO RECEIVE,
INSPECT,& EVALUATE SHIPMENTS

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1264 PIGEON PEAS--CONTACT

1965 14/11/86 01/01/00 DVM FXQ 711000 2 EAV 0 10 \$0.00
DVR0109-I HAVE CONTACTERD A CLIENT IN NY WHO IS USING 11/05/87
PIGEON PEAS BUT ONLY INFROZEN FORM. TOO DANGEROUS TO
HANDLE FRESH.

2478 27/04/87 01/01/00 DVM FXQ 711000 2 EAV 0 10 \$0.00
DVR0317-REQ FRESH PIGEON PEAS PRICES AND MARKETING AND 29/05/87
CONTACTED THE FOLLOWING FIRMS

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1266 MANTA SEMINAR

1968 18/11/86 01/01/00 DVM FXQ 540100 2 EAV 0 10 \$0.00
 DVRO112-SPOKE WITH DR. DIAZ & SHE SAID THAT SHE WILL HAVE 11/05/87
 THE MATERIAL SENT DHL TO WASH. DC ON WEDS. SHE HAS CONFIRMED
 THAT WILL MAX CATALLO.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1267 TUNA--TWO CONTACT WANTING QUOTE

1970 18/11/86 01/01/00 - DVM FXQ 750800 2 EAV 0 10 \$0.00
 DVRO114-1 HAVE BEEN CONTACTED BY A CLIENT THAT WANTS A 11/05/87
 QUOTE FOR TUNA, PACKED IN VEGETABLE OIL IN APPROX 2.5 KG
 CANS.

2135 22/12/86 01/01/00 DVM FXQ 750800 2 EAV 0 10 \$0.00
 DVRO162-REQ STILL PENDING FOR FEDEX FOR TUNA QUOTE 21/05/87

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1269 MANTA CONFERENCE

1972 20/11/86 01/01/00 DVW FXQ 540100' 2 TDY 0 10 \$0.00
 CONTACT SEBASTIAN PEREZ AT ECUADOR EMBASSY ASPA REF AIRLINE 11/05/87
 TICKET FOR PAULKING, FDA OFFICIAL TRAVELING TO ECUADOR FOR
 MANTA CONFERENCE.

1973 20/11/86 01/01/00 DVM FXQ 540100 2 TDY 0 10 \$0.00
 PLEASE WIRE FUNDS TO EMBASSY OF ECUADOR AT RIGGS NAT'L 11/05/87
 BANK, AND THEN TLX THE EMBASSY WHICH INCLUDES THE FOLLOWING
 INFOR.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1270 BANANA--PRICES

1974 20/11/86 01/01/00 DVM FXQ 700140 2 EAV 0 10 \$0.00
 DVRO116-BANANA PRICES FOR THE WEEK OF NOV. 9-15. 11/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1271 SNOW PEAS--CONTACT

1976 21/11/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
DVR0118-I HAVE CONTACTED NY AND THEY WILL BE READY WEDS FOR
THE SNOW PEAS. THURS IS THANKSGIVING SO THE WILL NOT BE SOLD
TO SUNDAY.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1273 PAYMENT DUE

1978 21/11/86 01/01/00 DVM FXQ 310000 2 TDY 0 10 \$0.00
PAYMENT DUE FOR FOLLOWING INVOICED AMOUNT OF US \$1,433.09. 11/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1277 TUNA--REQ INFO

1982 24/11/87 01/01/00 DVM FXQ 750800 2 EAV 0 10 \$0.00
DVR0120-NEED INFO ON TUNA ASAP. PLEASE ADVISE WHERE WE ARE. 11/05/87
THE BUYER CALLS HERE EVERY FEW HOURS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1279 FLOWER--SERVICES

1984 24/11/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0122-PLEASE SEND ME VIA TLX THE INFO REQUESTED ON THE 11/05/87
FLOWER SHIPERS THAT WILL BE RECEIVING SERVICES. I NEED THIS
TO GET STARTED

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1280 LEASE FOR MIAMI OFFICE

1985 25/11/86 01/01/00 DVM FXQ 443000 2 EAV 0 10 \$0.00
DVR0123-PLEASE NOTE THAT SR. PAREJA HAS NOT YET RECEIVED 11/05/87
THE SIGNED COPIES OF THE LEASE FOR THIS OFFICE. THE RENT
HAS NOT BEEN PAID.

Este Trabajero-- Costo Laboral : \$4.80

1993 28/11/86 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
83 JORGE PAREJA TELLS ME THAT THE RENT HAS NOT BEEN PAID. AND 11/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$6.60
Otros Costos Total: \$0.00

Costo Total: \$6.60

1282 BANANA--CARTAGENA

2522 03/06/87 01/01/00 DVM FXQ 700140 2 TDY 0 10 \$0.00
DVR0355-WASHINGTON OFFICE IS SENDING ANOTHER COPY OF THE 18/06/87
AMBASSADOR TRAVELINVOICE FOR M. CASTAGNA AIRFARE.

1990 28/11/87 01/01/00 DVM FXQ 700140 2 TDY 0 10 \$0.00
CONTACT DR. CARTAGENA AND ASK HIM IF HE WANTS TO CONTINUE 12/05/87
DISCUSSIONS REMARKETING AND ON WHAT BASIS.

Este Trabajero-- Costo Laboral : \$3.60

2527 03/06/87 01/01/00 FXQ DVM 700140 2 0 0 \$0.00
SEND COPIES OF AIRFARE FOR CASTAGNA FROM 17 MAR 87 INVOICE 18/06/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

1285 CARGO SERVICE

1994 28/11/86 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
SEBASTIAN PEREZ AT THE EMBASSY IN DC TELLS ME THAT FL WEST 12/05/87
ARILINE IS GOING TOSTART CARGO SERVICE TO ECUADOR W/IN THE
NEXT SEVERAL MONTHS.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1287 HONEYDEW MELONS

1996 28/11/86 01/01/00 DVM FXQ 700300 2 TDY 0 10 \$0.00
CONTACT MOLESTINA REE MELONS. HE WAS GOING TO CALL US AFTER 12/05/87
CONSULTATIONS WITHHIS PEOPLE IN NY. FIND OUT WHAT IS GOING
ON. I MADE FEW MKTING CONTACTS.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1290 MUNGO BEANS

DVRO204-ADMISSIBILITY OF FREJOL "MUNGO"--IT CAN BE IMPORTED WITHOUT PERMIT FROM ALL SOURCES INTO ANY PORT SUBJECT TO INSPECTION ON ARRIVAL. SEND SAMPLES

26/05/87

Este Trabajero-- Costo Laboral : \$4.80

2520 15/06/87 01/01/00 DVM FXQ 710260 2 TDY 0 10 \$0.00

DVRO369-ADVISE WHEN THE MUNGO BEAN SAMPLES WILL BE SENT OR HAVE BEEN SENT TO OUR OFFICES AND THE METHOD OF SHIPMENT. 18/06/87

2681 19/06/87 01/01/00 DVM FXQ 710 260 2 TDY 0 15 \$0.00

TELEX # DVR 371 > PLS ADV WHEN MUNGO BEANS SAMPLES WERE SHIPPED.

Este Trabajero-- Costo Laboral : \$4.50

2001 12/05/87 18/05/87 FXG DVM 710260 2 0 0 \$0.00

WANTS TO KNOW PRICES AND REGULATIONS COVERING MUNGO BEANS (VIGNA RADIATA) TELEX # UKN 12/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 35

Costo Laboral Total: \$9.30

Otros Costos Total: \$0.00

Costo Total: \$9.30

1291 CHERIMOYA

2106 19/05/87 01/01/00 DVM FXQ 710510 2 EAV 0 10 \$0.00

DVRO344-PER MR. WILLIAM FOSTER, HEAD OF THE PERMIT DIVISION OF APHIS, THE IMPORTATION OF CHERIMOYA IS NOT PERMITTED FROM ECUADOR TO US. 21/05/87

Este Trabajero-- Costo Laboral : \$4.80

2002 12/05/87 01/01/00 FXG DVM 710510 2 0 0 \$0.00

REQUEST INFO FOR SEED FOR THE PRODUCTION AND EXPORTATION OF CHERIMOYA (ANNONACHEIMOLA) 12/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1292 SNOW PEAS--MKT

2003 01/12/86 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00

DVRO129-PER JERRY AT PREVOR, THE MARKET IS NOT YET ESTABLISHED DUE TO THE FOURDAY HOLIDAY. WILL HAVE PRICES AND INFO TUES BY NOON. 12/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1293 CHOCOLATE

2004 01/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00

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DVR0130-CONTACT EDUARDO MOLESTINA ZAVALA AND SEE IF THERE REMAINS INTEREST INMARKETING CHOCOLATES IN THE US. I HAVE TENTATIVE CONTACT. 12/05/87

2136 22/12/86 01/01/00 DVM FXQ 720000 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXPOR:CHOCOLATE PRICES 21/05/87
2411 16/03/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
WE HAVE NO REPLY TO OUR TLX OF MAR 3. PLEASE FIND OUT FROM INDECSA WHAT ISOUR+ STATUS. I HAD A CALL FROM OUR CONSULTANT REQ INFO AND AN APPOINTMENT. 28/05/87

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1294 TUNA--CONTACT WANTING QUOTE

2011 03/12/86 01/01/00 DVM FXQ 750800 2 EAV 0 10 \$0.00
DVR0137-I HAVE BEEN CONTACTED BY A CLIENT THAT WANTS A QUOTE FOR TUNA PACKEDIN VEG OIL IN APPROX 2.2 KG CANS FOR SHIPMENT TO THE MIDDLE EAST. 12/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1295 POTATOES-REQ TRAVEL

2012 03/12/86 01/01/00 DVM AID 711050 2 EAV 0 10 \$0.00
DVR0138-MR. JIM KOSGLOW WILL BE IN ECUADOR 12/9/86 AND WOULD LIKE ME TO BEPRESENT TO HANDLE NEGOTIATION FOR POTATOE EXPORTATION FROM ECUADOR 12/05/87
2019 08/12/86 01/01/00 DVM FXQ 711050 2 EAV 0 10 \$0.00
DVR0144-I HAVE BEEN ADVISED THAT MY TRAVEL REQUEST WAS NOT AUTHORIZED BY THEQUITO MISSION. I WILL ADVISE YOU OF MR. KOSGLOW'S PLANS. 12/05/87
2047 11/12/86 01/01/00 DVM FXQ 711050 2 EAV 0 10 \$0.00
DVR0150-MR. KOSGLOW WILL NOT BE VISITING ECUADOR AT THIS TIME. HE STATES THATHE WILL RETURN SOON WHEN HE CAN MEET WITH EAV AND THE GROWERS 14/05/87

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1296 ADM>PHONE #

2016 05/12/86 01/01/00 DVM FXQ 490000 2 EAV 0 10 \$0.00
DVR0141-AGRISERVICES TELEX NU. 6951550 12/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1297 BOUQUETS SHIPMENTS

2017 08/12/86 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
DVR0142-OUR CLIENT ASKS THAT YOU WAIT UNTIL THE 1ST WEEK IN 12/05/87
JAN TO STARTSHIPMENTS. THEY ARE CONCENTRATED IN
FOINSETTIAS. SEND DESCRIPTION.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1298 PINEAPPLE

2018 08/12/86 01/01/00 DVM FXQ 700600 2 EAV 0 10 \$0.00
DVR0143-WE HAVE A CLIENT IN ENGLAND THAT WOULD LIKE TO SEE 12/05/87
SOME SAMPLES OFECUADORIAN FRESH PINEAPPLE.CONTACT CHANGE
ASK IF SEND 10 BOXES

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1302 FEDEXPOR BROCHURE

2032 08/05/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
DVR0325-PLEASE SEND COPIES OF CURRRENT FEDEXPOR BROCHURE, 13/05/87
WE HAVE NONE IN THISOFFICE FOR PR.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1303 UVILLA ADMISSABILITY

2190 27/01/87 01/01/00 DVM FXQ 700900 2 EAV 0 10 \$0.00
DVR0194-SENT LETTER TO WILLIAM FORSTER REQUESTING 22/05/87
PERMISSION TO IMPORT THIS FRUIT. THIS FRUIT IS NOT ON THE
CURRENT ADMISSABLE PRODUCT LIST
2026 07/05/87 01/01/00 DVM FXQ 700900 2 EAV 0 10 \$0.00
DVR0321-MR. FORSTER STATED THAT THEY ARE INITIAING A STUDY 12/05/87
ON THE ISSUE OFPOSSIBLE UVILLA IMPORT. HE WAS NOT ABLE TO
GIVE US COMPLETION DATE.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

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1304 NARANJILLA--RESTRICTIONS

2027 07/05/87 01/01/00 DVM FXQ 700350 2 EAV 0 10 \$0.00
 DVRO321-IMPORTATION IS PERMITTED, BUT ONLY TO NORTH
 ATLANTIC PORTS. 12/05/87

Este Trabajero-- Costo Laboral : \$4.80

1859 28/01/87 01/01/00 FXQ DVM 700350 2 412020 0 0 \$0.00
 Naranjilla--please advise if the naranjilla is a product
 that has many restrictions to enter the United States. 27/04/87

1847 30/01/87 01/01/00 FXQ DVM 700350 2 412020 0 0 \$0.00
 Please confirm what products are admissable into the U.S.
 We need to know immediately. 27/04/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1305 SNAP PEAS

2380 03/03/87 01/01/00 DVM FXQ 711150 2 TDY 0 10 \$0.00
 DVRO237-SNAP PEAS-CA LAW PROHIBITS EXPORT OF SNAP PEAS. ALL
 SEED COMPANIES ARE CURRENTLY OUT OF STOCK OF ALL VARIETIES
 SEED. WILL HAVE BY MID-SEPT 28/05/87

2033 08/05/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
 DVRO326-COPY OF CONTRACT FOR SUGAR SNAP PEAS CONTRACT WITH
 GALLATIN VALLEYS EED CO. 13/05/87

Este Trabajero-- Costo Laboral : \$3.60

2533 09/06/87 01/01/00 FXQ DVM 711150 2 0 0 \$0.00
 NEED A PROFORMA FOR SNAP PEAS INCLUDING CIF PRICES FOR THE
 SEEDS 18/06/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1307 CUT FLOWERS

2035 08/05/87 01/01/00 DVM FXQ 730000 2 TDY 0 10 \$0.00
 DVRO326-SENT IN AN AFD PACKAGE THE FLORIDA CUT FLOWER AND
 FERN REPORT FORMARCH 31 TO MAY 1 INCLUSIVE 13/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1308 ADM>FRUIT & VEG REPORT

1971 19/11/86 01/01/00 DVM FXQ 700000 2 EAV 0 10 \$0.00
 DVRO115-FRUIT SEGMENT PROPOSAL FOR BAMBUEGRO-MR. FISS IS
 INTERESTED IN THE GRAPEFRUIT AND CITRUS SEGMENT PROPOSAL IN
 11/05/87 185

Este Trabajero-- Costo Laboral : \$4.80

3061 15/01/88 01/01/00 FXQ DVM 2 FC 0 0
 PV. FV. ENV. HOJA NO. 4 DEL N.Y. CITY WHOLSL. FRUIT AND
 VEG...

3059 28/04/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

3064 25/05/88 01/01/00 FXQ DVM 2 FX 0 0

3080 07/07/88 01/01/00 FXQ DVM 2 FX 0 0

Este Trabajero-- Costo Laboral : \$0.00

2496 01/06/87 01/01/00 DVM FXQ 790000 2 JOP 0 10 \$0.00
 DVR0354-COPIES OF THE NYC WHOLESALE FRUIT AND VEG REPORT
 FROM WK MAY 18 THRU MAY 22, 1987 AND WK MAY 26 THRU MAY 29,
 1987. (INCLUSIVE) IN AFD PACKAGE 17/06/87

2513 11/06/87 01/01/00 DVM FXQ 790000 2 JOP 0 10 \$0.00
 DVR0364-NYC WHOLESALE FRUIT AND VEG REPORT -3 PUBLICATIONS
 YOU REQ ARE NOT AVAILABLE IN THIS OFFICE. THE DATES ARE JAN
 22, 29 AND SEPT 17, 1986 18/06/87

2767 27/08/87 01/01/00 DVM FXQ 2 JOP 0 20 \$0.00
 PRINTER AT NYC TERM MKT BROKEN FOR LAST TEN DAYS. WILL FAX
 BACK ISSUES UPON RECEIPT.

Este Trabajero-- Costo Laboral : \$5.20

3062 11/05/88 01/01/00 FXQ DVM 2 NN 0 0

Este Trabajero-- Costo Laboral : \$0.00

2471 22/04/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0308-FRUIT & VEG REPORTS-WILL SEND TERMINAL MKTS REPORTS
 VIA AFD ON A WEEKLY BASIS, EFFECTIVE IMMEDIATEL 29/05/87

2036 08/05/87 01/01/00 DVM FXQ 700000 2 TDY 0 10 \$0.00
 DVR0326-SENT IN AN AFD PACKAGE THE NYC WHOLESALE FRUIT AND
 VEGETABLE REPORT FROM APRIL 22 TO MAY 1 INCLUSIVE 13/05/87

2100 10/05/87 01/01/00 DVM FXQ 700000 2 TDY 0 10 \$0.00
 DVR0340-SENDING AFD PACKAGE WHICH INCLUDES NYC WHOLESALE
 FRUIT AND VEG REPORT DATED MAY 11 TO MAY 15, 1987 INCLUSIV 21/05/87

2506 10/06/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0363-AFD PACKAGE SENT WITH COPY OF NYC TERMINAL MARKET
 REPORTS YOU REQ 17/06/87

2700 06/07/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
 TELEX #386 > WILL SEND MARKET NEWS REPORTS VIA GIOVANNI.

2793 02/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 NYC TERM REPORT 27 AUG 87

Este Trabajero-- Costo Laboral : \$12.60

3062 11/01/00 01/01/00 FXQ DVM 2 0 0

2539 10/06/87 01/01/00 FXQ DVM 790000 2 0 0 \$0.00
 VEG REPORT FOR JAN 6, 13, 20, 27, & FEB 3, 10, 17, 24 & MAR
 3, 10, 17, 24 18/06/87

2538 10/06/87 01/01/00 FXQ DVM 790000 2 0 0 \$0.00
 NEED NYC WHOLESALE FRUIT & VEG REPORT FOR JAN 22, 29 & SEPT
 17, 1986. JAN 24, MAR 4, 11, 18, APRIL 15, 8, 1987 18/06/87

2562 06/07/87 01/01/00 FXQ DVM 2 0 0 \$0.00

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Send Copies of NYC MKT Reports

2605	01/09/87	01/01/00	FXQ DVM	FRT.VEG. 2		0	0	\$0.00
	NYC 8/27/87 WAS ELEGIBLE. PLS RETRANSMIT.							
2604	01/09/87	01/01/00	FXQ DVM	730 000 2		0	0	\$0.00
	URGENT - SEND NYC RPT. 8/12/87 8/26/87 FLORIDA FLOWER 8/11/87 8/18/87.							
2605	01/09/87	01/01/00	FXQ DVM	FRT.VEG. 2		0	0	\$0.00
	NYC 8/27/87							
2609	11/09/87	01/01/00	FXQ DVM	2		0	0	\$0.00
	NEED FOLLOWING REPORTS: NYC 2 SEPT., 9 SEPT., FLORIDA FLOWER 11 AUG, 18 AUG, 8 SEPT.							
2609	11/09/87	01/01/00	FXQ DVM	2		0	0	\$0.00
2665	27/11/87	01/01/00	FXQ DVM	2		0	0	\$0.00
	URGENT! NEED NYC 11 NOV, 18 NOV.							

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 0
 Costo Laboral Total: \$22.60
 Otros Costos Total: \$0.00

 Costo Total: \$22.60

1309 SPICES

2037	08/05/87	01/01/00	DVM FXQ	720000 2	TDY	0	10	\$0.00
	DVR0326-SENT IN AN APO PACKAGE THE HORTICULTURAL PRODUCTS REVIEW--1987							13/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1310 PHHC--QUITO--BUDGET

2182	22/12/86	01/10/00	DVM FXQ	700150 2	EAV	0	10	\$0.00
	DVR0162-REQ STILL PENDING FOR FEDEXPOR: PURCHASE ORDERS FOR BERRY SEED							21/05/87

Este Trabajero-- Costo Laboral : \$4.80

2485	30/04/87	01/01/00	DVM FXQ	540200 2	TDY	0	10	\$0.00
	DVR0320-RESUME OF BOLTON SENT APO YESTERDAY							29/05/87
2221	05/05/87	01/01/00	DVM CLI	540200 2	TDY	2	0	\$0.00
	PHHC-PHONE CODE 05-CONVERSATION WITH BOLTON							27/05/87
2220	11/05/87	01/01/00	DVM DVM	540200 2	TDY	1	10	\$0.00
	PHHC-PHONE CODE 05-PREPARE FIELD BUDGET FOR DEVRES TEAM							27/05/87
2039	11/05/87	01/01/00	DVM FXQ	540200 2	TDY	0	10	\$0.00
	DVR0329-PROPOSED BUDGET FOR THE PHH CONFERENCE IS AS FOLLOWS:							13/05/87
2217	12/05/87	01/01/00	DVM CLI	540200 1	TDY	1	0	\$0.00
	PHHC-PHONE CODE 05-TELEPHONE POST HARVEST INSTIT FOR PERISHABLES. 10,000 DOCUMENTS AVAILABLE. SENDING LIST OF COMMOD IDENTIFIED & VIDEO CASSETTES							27/05/87
2216	13/05/87	01/01/00	DVM CLI	540200 2	TDY	0	30	\$0.00
	PHHC-PHONE CODE 05-PREPARE MEMO FOR GIOVANNI							27/05/87
2102	19/05/87	01/01/00	DVM FXQ	540200 2	TDY	0	10	\$0.00
	DVR0340-SENDING APO PACKAGE WHICH INCLUDE RESUMES FOR DR. GEORGE WILSON AND DR. MIGUEL JIMENEZ, CANDIDATE AND ALTERNATE FOR PHH CONFERENCE							21/05/87

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DVR0342-PHONE CALLS TO ORGANIZE CONFERENCE							27/05/87	
2104 19/05/87 01/01/00 DVM FXQ 540200 2						TDY	0 15	\$0.00
DVR0342-PROPOSED TIME TABLE FOR PHH CONFERENCE AND PROPOSED PLANNING MEETING FOR DEVRES ASSOC							21/05/87	
2487 27/05/87 01/01/00 DVM FXQ 540200 2						TDY	0 10	\$0.00
DVR0350-PHH SEMINAR-COPY OF MEMORANDUM WHICH I SHARED WITH GIOVANNI DECHOUDENS-IT ANSWERED MANY OF THE QUESTION YOU POSED IN RECENT TELEX							29/05/87	

Este Trabajero-- Costo Laboral : \$83.46

1831 10/04/87 01/01/87 FXQ DVM 490000 2 412020							0 0	\$0.00
Information on the technicians for the seminar.							27/04/87	
1998 11/05/87 01/01/00 FXQ DVM 540200 2							0 0	\$0.00
RECEIVED RESUME OF MR. BOLTON. AND TEA, SPICES...BROCHURE.							12/05/87	
2224 22/05/87 01/01/00 FXQ DVM 540200 2							0 0	\$0.00
LIST OF TOPICS THAT NEED TO BE DISCUSSED IN THE POST HARVEST CONFERENCE							27/05/87	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 7 45
 Costo Laboral Total: \$88.26
 Otros Costos Total: \$0.00

Costo Total: \$88.26

1311 COOLER EQUIPMENT

2096 19/05/87 01/01/00 DVM FXQ 790000 2						EAV	0 10	\$0.00
DVR0338-LOCAL PARTS SUPPLIERS REQUIRE MORE INFO TO BE ABLE TO SOURCECONNECTING+ ROD LEFT HERE BY CORREA. THEY ADVISE THE PART COMES AS A KIT.							21/05/87	
2105 19/05/87 01/01/00 DVM FXQ 790000 2						EAV	0 10	\$0.00
DVR0343-PER GRAVES, COST OF PARTS IS \$70.00 US. THE ROD MUST BE PRUCHASAD ASA+ KIT WITH THE PISTON. GRAVES HAS THIS PART IN STOCK. ADVISE.							21/05/87	

Este Trabajero-- Costo Laboral : \$9.60

2041 12/05/87 01/01/00 FXQ DVM 760000 2							0 0	\$0.00
REF SPARK TO COOLER EQUIPMENT TO AGROTECH, THE MODELS IS MARK:COPELAND; MODEL5HP 9RB1-0500.TSC SERIES S69A12280.							13/05/87	
2041 12/05/87 01/01/00 FXQ DVM 760000 2							0 0	\$0.00
REF SPARK TO COOLER EQUIPMENT TO AGROTECH, THE MODELS IS MARK:COPELAND; MODEL5HP 9RB1-0500.TSC SERIES S69A12280.							13/05/87	

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1312 FLOWER & FERN REPORT

2045 10/12/86 01/01/00 DVM FXQ 533200 2						EAV	0 10	\$0.00
DVR0148-HE HAVE CONFIRMED EXHIBITION BOOTH 10'X20' THEY HAVE NOT RECEIVED THESIGNED EXHIBITOR'S CONTRACT SO CANT SEND PACKAGE UNTIL DUE.							14/05/87	

Este Trabajero-- Costo Laboral : \$4.80

2495 01/06/87 01/01/00 DVM FXQ 790000 2						JOP	0 10	\$0.00
DVR0254-CORIES DE FLORIDA, THE FLOWER & FERN REPORT DATE								

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.10
 Otros Costos Total: \$0.00

 Costo Total: \$6.10

1313 GINGER--SAMPLES

2735 10/08/87 01/01/00 DVM FXD 720 200 2 EAV 0 45 \$0.00
 TELEX# 417 > PLS AVS PATRICKS BREDTHAUER TO SHIP IN 30 LB
 CARTONS.
 2739 13/08/87 01/01/00 DVM FXG 720 200 2 EAV 0 30 \$0.00
 TELEX # 420 > HAVE CONTACTED STEVE SPUNGLER WHO WILL SOURCE
 HAWAIIAN GINGER ROOT FOR PLANTING.

Este Trabajero-- Costo Laboral : \$36.00

2523 03/06/87 01/01/00 DVM FXD 720200 2 TDY 0 10 \$0.00
 DVRO355--SENDING A MEMO WITH COPY OF SKY TROPICAL INVOICE 18/06/87
 EXPLAINING THAT THIS IS THE BEST COPY AVAILABLE

Este Trabajero-- Costo Laboral : \$1.80

2056 13/05/87 01/01/00 FXD DVM 720200 2 0 0 \$0.00
 SEND INVOICE FOR THE FOLLOWING GINGER SAMPLES 15/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 25
 Costo Laboral Total: \$37.80
 Otros Costos Total: \$0.00

 Costo Total: \$37.80

1314 PENDING BILLS

2057 13/05/87 01/01/00 FXD DVM 443000 2 0 0 \$0.00
 SEND THE PENDING BILLS WITH DEVRES AND ALSO THE TRANSLATION 15/05/87
 CHECK HAS NOTARRIVED

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1315 GINGER--PLANTING

2062 15/05/87 01/01/00 DVM FXD 720200 2 TDY 0 10 \$0.00
 DVRO331--BE ADVISED CURRENT STATUS OF GINGER PLANTINGS. 18/05/87
 REFER TO LETTER DATED APRIL 10.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1316 INVOICES

2059 14/05/87 01/01/00 DVM FXQ 730000 2 TDY 0 10 \$0.00
 DVR0330-PACKAGE SENT WITH GIOVANNI WITH COPIES OF THE
 INVOICE 18/05/87

2063 14/05/87 01/01/00 DVM FXQ 720200 2 TDY 0 10 \$0.00
 DVR0332-DVW IS PREPARING AN INVOICE TO FEDEXFOR FOR CURRENT
 CHARGES WHICH WILL ITEMIZE CURRENT STATUS OF ADCT 18/05/87

2060 14/05/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
 DVR0330-SENT WITH GIOVANNI THE INVOICE FOR RED'S MARKET AND
 FOR SKY TROPICAL 18/05/87

2524 03/06/87 01/01/00 DVM FXQ 310317 2 TDY 0 10 \$0.00
 DVR0355-WASHINGTON OFFICE IS SENDING A CHECK VIA APO FOR
 \$4,700 18/06/87

Este Trabajero-- Costo Laboral : \$7.20

2084 19/05/87 01/01/00 FXQ DVM 710200 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE
 INITIATED PERMITS TO ACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED 21/05/87

2528 03/06/87 01/01/00 FXQ DVM 720200 2 0 0 \$0.00
 SEND LEGIBLE COPY OF CHECK 3472 FROM SKY TROPICAL FOR
 GINGER SAMPLES FORM 17MAR 87 INVOICE 18/06/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$7.20
 Otros Costos Total: \$0.00

Costo Total: \$7.20

1317 ASPARAGUS--PLANT SEED

2164 13/01/87 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0179-REQ STILL PENDING ASPARAGUS SEED PURCHASE/ORDER 22/05/87

2360 27/02/87 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0232-COSTS FROM FERRY MORSE, CA ASPARAGUS SEED &
 TRANSPLANT INC WHICH INCLUDE SHIPPING TO MIAMI AND
 APPROPRIATE PHYTOSANITARY CERTIFICATES. 28/05/87

2369 03/03/87 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0236-ASPARAGUS SEED-UPDATE ON ACTIVITY AND INFO REQ. WE
 ARE CURRENTLY WORKING ON ANSWERING THE ABOVE. 28/05/87

Este Trabajero-- Costo Laboral : \$14.40

2465 15/04/87 01/01/00 DVM FXQ 710200 2 TDY 0 10 \$0.00
 DVR0302-ASPARAGUS SEED SHIPMENT-40 LBS WAS SENT VIA APO TO
 JAIME BERGARA TELLPRIVATE SECTOR OF THIS SHIPMENT AS IT IS
 EXTREMELY VALUABLE 29/05/87

2064 15/05/87 01/01/00 DVM FXQ 710200 2 TDY 0 10 \$0.00
 DVR0333-ADVISE ASAP STATUS FOLLOWING REQUEST FOR
 PLANTS/SEEDS 18/05/87

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$18.00
 Otros Costos Total: \$0.00

Costo Total: \$18.00

1318 PIGEON PEAS--PIEDRAHITA

2449 13/01/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00

DVRO295-SEVERE SHORTAGE OF PLANTING MATERIAL AND SEEDS IN CA. SUN SEEDS AND NURSERYMAN ARE SOLD OUT UNTIL 1988. ONLY QUOTE IS FROM NEWMAN SEED.

29/05/87

Este Trabajero-- Costo Laboral : \$4.80

2081 19/05/87 01/01/00 FXQ DVM 711000 2 0 0 \$0.00
 CONTACTED MR. PIEDRAHITA, OWNS A PLANTATION WHO THAT WILL 21/05/87
 START PRODUCTION IN JULY. WILL GET COMPLETE INFO LIKE
 CAPACITY, ETC FOR YOUR ARRIVAL

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1319 STRAWBERRIES--PLANTS

2067 15/05/87 01/01/00 DVM FXQ 700700 2 TDY 0 10 \$0.00
 DVRO333-ADVISE ASAP VIA TELEX STATUS FOLLOWING REQUEST FOR 18/05/87
 PLANTS/SEEDS

Este Trabajero-- Costo Laboral : \$1.80

2087 19/05/87 01/01/00 FXQ DVM 700700 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE 21/05/87
 INITIATED PERMITS TO ACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1320 BERRIES--PLANT/SEEDS

1980 21/11/86 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO120-WHERE ARE WE RE PURCHASE AND SHIPMENT OF BERRY 11/05/87
 PLANTS

1977 21/11/86 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO119-I SPOKE WITH THE NURSERY IN MASS. THEY RECOMMEND 11/05/87
 FOUR RASPBERRY VARIETIES=HERITAGE, WILLIAMETTE, REVEILLE &
 TITAN.

2165 13/01/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING BERRY PLANTS PRUCHASE/ORDERS 22/05/87

2370 03/03/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO236-BLACKBERRY PLANTS-UPDATE ON ACTIVITY & INFO REQ. WE 28/05/87
 ARE CURRENTLY WORKING ON ANSWERING THE ABOVE.

2383 04/03/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO238-BERRY PLANTS-TIM NOURSE STATES THE BEST VARIETIES 28/05/87
 OF RASPBERRY AND BLACKBERRIES FOR ECUAD AND MKT PRICE. WHAT
 VARIETY WANTED BY GROWERS

2412 17/03/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO260-RASPBERRIES PLANTS-HAVE BEEN INFORMED BY SANTA 28/05/87
 CLARA SEED CO. THAT VILMURIN DOES NOT OFFER RASPBERRY PLANTS
 FOR EXPORT. ADVISE ALTERNATIVE.

2449 13/04/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVRO294-ADVISE IF YOU HAVE RECEIVED PROFORMA INVOICE MAILED 29/05/87
 FROM MIAMI FOR PLANTS FROM NOURSE FARMS, AND DISPOSITION

2499 17/05/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00

DVR0350-PROFORMA INVOICE-BERRIES 29/05/87

2703 09/07/87 01/01/00 DVM FXQ 700 150 2 EAV 0 20 \$0.00
 TELEX # 390 > NOURSE HAS RECEIVED FUNDS. NEED IMPORT PERMIT.

2712 16/07/87 01/01/00 DVM FXQ 790 700 2 EAV 1 30 \$0.00
 TELEX # 398 > COPIES OF LETTERS TO POTENTIAL BUYERS.

2723 24/07/87 01/01/00 DVM FXQ 700 150 2 EAV 2 0 \$0.00
 TELEX # 406

2723 24/07/87 01/01/00 DVM FXQ 700 150 2 EAV 2 0 \$0.00
 TELEX # 406 > DETAIL INFORMATION REGARDING SHIPMENT CARE & HANDLING OF PLANTS.

2727 29/07/87 01/01/00 DVM FXQ 700 150 2 EAV 0 20 \$0.00
 TELEX # 408 > DELAY IN SHIPMENT OF BERRY PLANTS DO TO PAPERWORK.

2729 30/07/87 01/01/00 DVM FXQ 700 150 2 EAV 0 20 \$0.00
 TELEX # 410 > JOHN WILLIAMS OF NOURSE ADV BERRY PLANTS HAVE BEEN SHIPPED AWB 341.04330373.

Este Trabajero-- Costo Laboral : \$225.85

2557 06/07/87 01/01/00 DVM DVM 700 150 2 JDP 2 30 \$0.00
 Bolton & Wilsons Itineraries & Cost

Este Trabajero-- Costo Laboral : \$19.28

2068 15/05/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0333-ADVISE ASAP VIA TELEX STATUS FOLLOWING REQUEST FOR PLANTS/SEEDS 18/05/87

2500 03/06/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0356-NEED IMPORT PERMIT FROM ECUADOR BEFOR NOURSE FARMS CAN GET A PHITOSANATARY FOR SHIPMENT. NOURSE DOESNT HAVE WILLAMETTE VARIETY 17/06/87

2505 10/06/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0362-NOURSE FARMS BANK ACCT IS AT BANK OF NEW ENGLAND WEST--FRANKLIN COUNTYGREENFIELD, MA ACCT # 03672867. TOTAL AMOUNT IS \$1286.96 17/06/87

2680 19/06/87 01/01/00 DVM FXQ 700 150 2 TDY 0 15 \$0.00
 TELEX # DVR 371 > PLS ADV STATUS IMPORT PERMIT FOR BERRY PLANTS AND PAYMENT FOR NOURSE FARMS.

Este Trabajero-- Costo Laboral : \$8.10

1784 27/02/87 01/01/00 FXQ DVM 700150 2 412020 0 0 \$0.00
 Blackberries--for the development of new products need the proforma for 1000 plants of blackberries varieties: Evergreen, Marion, Eldorado, Early Harvest to be sent asap by sea. 27/04/87

1769 09/03/87 01/01/00 FXQ DVM 700150 2 412020 0 0 \$0.00
 Berries-(Raspberries) Requesting proforma invoice for 1000 plant variety Willamaatte & 500 plants variety chester;200 plants each ofvarieties Zeva,Kemontanis,Belle de Malicorne,September, Maling Promise(Blackberries)--400 plants of variety 27/04/87

1759 16/03/87 01/01/00 FXQ DVM 700150 2 412020 0 0 \$0.00
 Berries-(Frmbuezas y Moras)--1.000 plant need of each for shipment--(American and French varieties) 27/04/87

1864 13/04/87 01/01/00 FXQ DVM 700150 2 412020 0 0 \$0.00
 Berries--received the proforma from Nourse Farms. Will import will be done at the end of the month. 27/04/87

2074 14/05/87 01/01/00 FXQ DVM 700150 2 0 0 \$0.00
 NEED TO TALK ABOUT RASPBERRIES AND BLACKBERRIES PLANTS, PLS CALL ME THISMOMENT 18/05/87

2088 19/05/87 01/01/00 FXQ DVM 700150 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE INITIATED PERMITS TOACCELERATE THINGS AND HAVE THINGS DONE IF THEY ARE 100% INTERESTED. 21/05/87

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2110	21/05/87	01/01/00	FXQ DVM	700150	2		0	0	\$0.00
	AGRICULTURIST OF BLACKBERRIES AND RASPBERRIES DECIDED TO IMPORT THE FOLLOWING. PLEASE SEND THE PROFORMA C Y F QUITO WITH QUANTITIES & ORIGEN.						21/05/87		
2492	27/05/87	01/01/00	FXQ DVM	700150	2		0	0	\$0.00
	WE REQ IMPORTATION OF BERRIES IN THE NAME OF FEDEXPOR. SEND THE PROFORMA						29/05/87		
2535	09/06/87	01/01/00	FXQ DVM	700150	2		0	0	\$0.00
	IMPORTATION PERMIT-BERRIES TRANSMIT IN NRO 01-7-5125. SENT MONEY WITH EAV. THE ALTITUDE OF CULTIVATION WILL BE AS FOLLOWS						18/06/87		
2540	10/06/87	01/01/00	FXQ DVM	700150	2		0	0	\$0.00
	NEED THE NAME OF THE BANK AND ADDRESS OF THE NOURSE FARM BANK. ALSO SEND THEIRACCT NUMBER SO TO SENT PAYMENT STRAIGHT TO THEM						18/06/87		
2555	29/06/87	01/01/00	FXQ DVM	700 150	2		0	0	\$0.00
	send pro forma invoice 500 heritage 100 Ollallie as samples								
2677	29/06/87	01/01/00	FXQ DVM	700 150	2		0	0	\$0.00
	SEND PROFORMA INVOICE 500 HERITAGE 100 OLLALLIE AS SAMPLES.								
2556	03/07/87	01/01/00	FXQ DVM	700 150	2		0	0	\$0.00
	Sending Bank Wire of \$1,286.86 to Nourse farm Bank of New England West.								
2558	06/07/87	01/01/00	FXQ DVM	700 150	2		0	0	\$0.00
	Consign Shipment to Fedexpor Import Permit # 01-7-993 30-Jun-87								

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 11 5
 Costo Laboral Total: \$253.23
 Otros Costos Total: \$0.00

Costo Total: \$253.23

1321 PIGEON PEAS--AVAILABILITY

2072	18/05/87	01/01/00	DVM FXQ	711000	2	TDY	0	10	\$0.00
	DVR0333-CONFIRM ASAP THE QUANTITIES OF GANDULES THAT ARE TO BE SHIPPED TO THE FRESH MARKET THIS YEAR.						18/05/87		
2543	24/06/87	01/01/00	DVM CLI	711000	1	TDY	0	10	\$1.57
	MCI PHONE BILL 6/11/87								

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$1.57

Costo Total: \$5.17

1322 QUINOA--CONTACTS

2834	17/09/87	01/01/00	DVM FXQ	790700	2	EAV	0	20	\$0.00
	DVR0477								

Este Trabajero-- Costo Laboral : \$3.60

2518	15/06/87	01/01/00	DVM FXQ	790700	2	TDY	0	10	\$0.00
	DVR0369-STATUS STILL PENDING-ADVISE IF THE QUINOA SAMPLES HAVE BEEN SHIPPED TO OUR OFFICES						18/06/87		
2541	24/06/87	01/01/00	DVM cli	790700	1	TDY	0	10	\$10.57
	MCI PHONE BILL 6/11/87								

Este Trabajero-- Costo Laboral : \$3.60

1351	04/05/87	01/01/00	FXQ DVM	790700	2		0	0	\$0.00
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IN RESPONSE TO THE INFO REQUESTED BY ARROWHEAD MILL IN
RELATION TO THE QUINDA PRODUCT.

11/05/87

1952	06/05/87	01/01/00	FXQ DVM	790700	2		0	0	\$0.00
EXTRA INFORMATION ON QUINDA							11/05/87		
2000	11/05/87	01/01/00	FXQ DVM	790700	2		0	0	\$0.00
FDB QUAYAGUIL OR MANTA: POUCHES OF 25 TO 50 KILOS, US\$							12/05/87		
2,00/KILO; POUCHES OF 1LB READY FOR SALE, US\$ 1,00/LB. 24									
POUCHES TO A BOX.									

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$13.20
Otros Costos Total: \$10.57

Costo Total: \$23.77

1323 PIGEON PEAS--PIEDRAHITA

2228	18/05/87	26/05/87	DVM DVW	790300	1	TDY	0	5	\$0.00
ANGORA--PHONE CODE 11--REQUESTED ANGORA FILE FROM DC OFFICE							27/05/87		
2080	18/05/87	01/01/00	DVM FXQ	790300	2	TDY	0	10	\$0.00
DVRO337--WE ARE REQUESTING INFO ON ANGORA AND WE WILL BE							18/05/87		
CONTACTING INDUSTRYSOURCES AND CONSULTANTS. WILL RESPOND									
ASAP.									
2493	29/05/87	01/01/00	DVM CLI	700150	2	TDY	0	30	\$0.00
CONVERSATION WITH MR. BORAK. CAN DO STUDY FOR ABOUT \$500.							29/05/87		
PREFEASIBILITY STUDY WOULD COST MORE. CAPABLE OF DOING AND									
RESEARCH NECESSARY									
2491	29/05/87	01/01/00	DVM FXQ	790300	2	TDY	0	10	\$0.00
DVRO353--ANGORA--LOCATED SPECIALIST IN COMMERCIAL ANGORA PROD							29/05/87		
AND MKTING WHO IS WILLING & ABLE TO CONDUCT STUDY. COST									
APPROX \$500.00									
2493	29/05/87	01/01/00	DVM CLI	700150	2	TDY	0	30	\$0.00
CONVERSATION WITH MR. BORAK. CAN DO STUDY FOR ABOUT \$500.							29/05/87		
PREFEASIBILITY STUDY WOULD COST MORE. CAPABLE OF DOING AND									
RESEARCH NECESSARY									
2542	24/06/87	01/01/00	DVM CLI	790300	1	TDY	0	10	\$9.25
MCI PHONE BILL 6/11/87									

Este Trabajero-- Costo Laboral : \$17.10

2076	15/05/87	01/01/00	FXQ DVM	790300	2		0	0	\$0.00
WHAT INFO ON THE EVOLUTIN OF ANGORA FOR THE LAST 5 YEARS,							18/05/87		
IMPORTERS, QUALITY, REGULATIONS. PLEASE INDICATE THE COST									
OF INFO.									

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 35
Costo Laboral Total: \$17.10
Otros Costos Total: \$9.25

Costo Total: \$26.35

1324 SNAP PEAS--PLANT/SEED

2379	03/03/87	01/01/00	DVM FXQ	711150	2	EAV	0	10	\$0.00
DVRO236--SUGAR SNAP PEAS--UPDATE ON ACTIVITY & INFO REQ. WE							28/05/87		
ARE CURRENTLY WORKING+ ON ANSWERING THE ABOVE.									
2451	13/04/87	01/01/00	DVM FXQ	711150	2	EAV	0	10	\$0.00
DVRO294--STILL AWAITING RESPONSE FOR CONTRACT OF SUGAR SNAP							29/05/87		
PEA SEED REF TO FLXDVRO248.									
2478	27/04/87	01/01/00	DVM FXQ	711000	2	EAV	0	10	\$0.00
DVRO317--REQ FRESH PIGEON PEAS PRICES AND MARKETING AND							29/05/87		
CONTACTED THE FOLLOWING FIRMS									

2905 18/11/87 01/01/00 DVM FXQ 711150 2 EAV 0 20 \$0.00
 DVR0523 ROGER BROS. ADV READY TO SHIP THIS WEEKEND

Este Trabajero-- Costo Laboral : \$24.00

2396 10/03/87 01/01/00 DVM FXQ 711150 2 TDY 0 10 \$0.00
 DVR0248-SENT APO PACKAGE WITH THE BOOKING FOR 200 LBS SUGAR 28/05/87
 SNAP PEA SEEDRESPONSE NEEDED TO THIS LETTER ASAP

2069 15/05/87 01/01/00 DVM FXQ 711150 2 TDY 0 10 \$0.00
 DVR0333-PLEASE ADVISE VIA TELEX ASAP STATUS FOLLOWING 18/05/87
 REQUEST FOR PLANTS/SEEDS--SUGAR SNAP PEA

2544 24/06/87 01/01/00 DVM CLI 711150 1 TDY 0 30 \$0.00
 SPOKE W/ KAY HUMMEL FO HARNS BROTHERS SEED. WILL FAX
 PROFORMA TO THIS OFFICE.

2544 24/06/87 01/01/00 DVM CLI 711150 1 TDY 0 30 \$0.00
 SPOKE W/ KAY HUMMEL OF HARNS BROTHERS SEED. WILL FAX
 PROFORMA TO THIS OFFICE

2686 25/06/87 01/01/00 DVM FXQ 711 150 2 TDY 1 30 \$0.00
 PROFORMA ROGER'S BRUS. SEED CO. FOR 200 LBS SEED OF
 \$134.00.

2759 25/08/87 01/01/00 DVM FXQ 711150 2 TDY 0 15 \$0.00
 PLEASE ADVISE REF FAX PROFORMA.

2881 27/10/87 01/01/00 DVW FXQ 711150 2 TDY 0 10 \$0.00
 HAVE NO KNOWLEDGE REF SNAP PEA SEED BOUGHT BY GABRIEL
 ESPINOSA WILL ADVISE ASAP.

2925 08/12/87 01/01/00 DVM FXQ 711150 2 TDY 0 10 \$0.00
 DVR0540 HAVE RENEWED PHYTO WILL BE AVAILABLE AS SOON AS
 SHOPPER HAS YOUR IMPORT PERMIT #

Este Trabajero-- Costo Laboral : \$37.16

2089 19/05/87 01/01/00 FXQ DVM 711150 2 0 0 \$0.00
 TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE
 INITIATED PERMITS TOACCELERATE THINGS AND HAVE THINGS DONE
 IF THEY ARE 100% INTERESTED. 21/05/87

2643 19/10/87 01/01/00 FXQ DVM 711 150 2 0 0 \$0.00
 PLS AVS STATUS.

2645 22/10/87 01/01/00 FXQ DVM 711 150 2 0 0 \$0.00
 WAITING FOR RESPONSE.

2659 17/11/87 01/01/00 FXQ DVM 711 150 2 0 0 \$0.00
 NEED URGENT INFO REF. SNAP PEA SEED.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 4 15
 Costo Laboral Total: \$61.16
 Otros Costos Total: \$0.00

Costo Total: \$61.16

1326 HONEYDEW--PLANTS/SEED

2550 17/06/87 01/01/00 FXQ DVM 700300 2 EAV 0 0 \$0.00
 SOLICITUD SEMILLAS

2551 22/06/87 01/01/00 FXQ DVM 700300 2 EAV 0 0 \$0.00
 SOLICITUD SEMILLAS

2705 13/07/87 01/01/00 DVM FXQ 700 150 2 EAV 0 10 \$0.00
 TELEX # 392 > PLS AVS STATUS IMPORT PERMIT. REF. DVR0 390.

Este Trabajero-- Costo Laboral : \$4.80

2071 15/05/87 01/01/00 DVM FXQ 700300 2 TDY 0 10 \$0.00
 DVR0333-ADVISE ASAP VIA TELEX STATUS FOLLOWING REQUEST FOR
 PLANTS/SEEDS. 18/05/87

Este Trabajero-- Costo Laboral : \$1.20

2091 19/05/87 01/01/00 FXD DVM 700300 2 0 0 \$0.00
TOMORROW WILL BE A REUNION WITH THOSE INTERESTED. HAVE 21/05/87
INITIATED PERMITS TOACCELLRATE THINGS AND HAVE THINGS DUNE
IF THEY ARE 100% INTERESTED.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$6.60
Otros Costos Total: \$0.00

Costo Total: \$6.60

1328 STRAWBERRIES--APO PACK

2484 01/04/87 01/01/00 DVM FXD 700700 2 EAV 0 10 \$0.00
DVR0284-NEED IND ON STRAWBERRIES IN ECUADOR. DATA VITAL FOR 28/05/87
THE PREPARATION OFA JOINT VENTURE PROPOSAL. PLEASE PROVIDE
FOLLOWING INFO.

Este Trabajero-- Costo Laboral : \$4.80

2098 19/05/87 01/01/00 DVM FXD 700700 2 TDY 0 10 \$0.00
DVR0340-SENDING APO PACKAGE TODAY WHICH INCLUDES A COPY OF 21/05/87
A LETTER FROMHERBERT FISS

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$6.60
Otros Costos Total: \$0.00

Costo Total: \$6.60

1329 FLOWER--REPORT--APO

2099 19/05/87 01/01/00 DVM FXD 730000 2 TDY 0 10 \$0.00
DVR0340-SENDING APO PACKAGE WHICH INCLUDES A COPY OF THE FL 21/05/87
OUT FLOWER ANDFERN+ REPORT DATED MAY 12 AND MAY 15, 1987

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1330 VANCE RESEARCH--APO

2101 19/05/87 01/01/00 DVM FXD 620000 2 TDY 0 10 \$0.00
DVR0340-SENDING IN APO PACKAGE LETTER REGARDING VANCE 21/05/87
RESEARCH SERVICEPUBLICATIONS

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1332 UFF&VA--ORLANDO--BROCHURE--CK\$4700

2103 19/05/87 01/01/00 DVM FXD 599310 2 TDY 0 10 \$0.00

Este Trabajero-- Costo Laboral : \$1.80

2094 18/05/87 01/01/00 FXQ DVM 583210 2 0 0 \$0.00
 BROCHURE-PLEASE SEND THE CHECK FOR US \$4700 21/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1334 PRONET PRICES--SENT COPY

2108 20/05/87 01/01/00 DVM FXQ 411087 2 TDY 0 10 \$0.00
 DVRO347-HAVE BEEN TRYING TO TRANSMIT PRONET PRICES BUT IT 21/05/87
 HAS NOT GONETHROUGH. INSTEAD, WE ARE GOINT TO SENT A COPY
 TO YOU.

2111 21/05/87 01/01/00 DVM FXQ 621000 2 TDY 0 10 \$0.00
 DVRO348-SENT THE APO PACKAGE WITH A COPY OF THE PRONET 21/05/87
 PRICES

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1335 DEHYDRATED BANANA

2109 21/05/87 01/01/00 FXQ DVM 790500 2 0 0 \$0.00
 CHECK THE POSSIBILITY IN THE US MARKET TO EXPORT DEHYDRATED 21/05/87
 BANANA AND BANANAFLOWER

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1336 ADM>FOOD INSTITUTE REPORT>APO

2748 19/08/87 01/01/00 DVM FXQ 2 JOP 0 30 \$0.00
 AUG. 8, 1987 ISSUE FOOD MARKET REPORT.

2761 26/08/87 01/01/00 DVM FXQ 2 JOP 0 20 \$2.10
 FOOD MARKET REPORT 9/15/87

2857 12/10/87 01/01/00 DVM FXQ 2 JOP 0 30 \$0.00
 SEPT 26 REPORT ON FOOD MARKETS.

2869 15/10/87 01/01/00 DVM FXQ 2 JOP 0 20 \$0.00
 DVRO503 OCT 3 REPORT ON FOOD MARKETS.

2896 05/11/87 01/01/00 DVM FXQ 2 JOP 0 10 \$1.30
 DVR516 SENDING YOU TODAY VIA APO THE REPORT OF FOOD
 MARKETS.OCT 31, 1987.

2901 16/11/87 01/01/00 DVM FXQ 2 JOP 0 30 \$0.30
 DVR520 REPORT OF FOOD MARKETS NOV. 7,1987

Este Trabajero-- Costo Laboral : \$18.20

2357	25/02/87	01/01/00	DVM FXQ	443000	2	TDY	0 10	\$0.00
DVR0229-APD PACKAGE SENT WITH FOOD INST RPT OF FEB 7 AND FEB 14.							28/05/87	
2034	08/05/87	01/01/00	DVM FXQ	443000	2	TDY	0 10	\$0.00
DVR0326-SENT IN AN APD PACKAGE THE FOOD INSTITUTE REPORT ON FOOD MARKETS FOR APRIL 18, APRIL 25 AND MAY 2							13/05/87	
2112	21/05/87	01/01/00	DVM FXQ	790000	2	TDY	0 10	\$0.00
DVR0348-SENT AN APD PACKAGE WITH A COPY OF THE FOOD INSTITUTE REPORT.							21/05/87	
2789	02/09/87	01/01/00	DVM FXQ		2	TDY	0 20	\$0.00
AUG 22, REPORT ON FOOD MARKETS.								
2807	14/09/87	01/01/00	DVM FXQ		2	TDY	0 25	\$0.00
FOOD INSTITUTE REPORT SEPT 5 AND AUGUST 29 VIA APD.								
2840	23/09/87	01/01/00	DVM FXQ		2	TDY	0 10	\$0.00
FOOD INSTITUTE REPORT SEPT 3, 1987.								
2885	29/10/87	01/01/00	DVM FXQ		2	TDY	0 10	\$1.30
DVR511 SENDING VIA APD REPORT ON FOOD MARKETS OF OCT. 10, 17 AND 24.								

Este Trabajero-- Costo Laboral : \$17.10

Este Caso-- Tiempo Total: 3 55
 Costo Laboral Total: \$35.30
 Otros Costos Total: \$5.00

 Costo Total: \$40.30

1337 TOMATE DE ARBOL--CONTAINERS

2113	19/12/86	01/01/00	DVM FXQ	700000	2	EAV	0 10	\$0.00
DVR0158-TOMATE DE ARBOL IS CURRENTLY EXPORTED TO THE US FROM NEW ZEALAND. THEY USE THE SAME BOX AS FOR THE KUWI FRUIT. PER CAL-PINE CONTAINERS IN CA.							21/05/87	

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1338 SNOW PEAS--SALES RESULTS

2116	19/12/86	01/01/00	DVM FXQ	711200	2	EAV	0 10	\$0.00
DVR0160-SALES RESULTS FOR SHIPMENT 1-86, 2-86, 3-86.							21/05/87	

Este Trabajero-- Costo Laboral : \$4.80

2356	25/02/87	01/01/00	DVM FXQ	710100	2	TDY	0 10	\$0.00
DVR0229-APD PACKAGE SENT WITH LETTER TO BEN ANGUIANO REF ARTICHOKES							28/05/87	

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.60
 Otros Costos Total: \$0.00

 Costo Total: \$6.60

1340 MIAMI OFFICE SERVICES

2118	12/12/86	01/01/00	DVM FXQ	443000	2	EAV	0 10	\$0.00
DVR0161-THE MIAMI OFFERS THE FOLLOWING SERVICES TO THE MEMBERS OF FEDEXPOR:							21/05/87	

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1341 DEHYDRATED STUDY

2486 10/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVR0146- OUR RESEARCHERS CONTACTED MRS. ESPINOSA IN NY AND
DEFINED THE NEED FOR INFO. STUDY WILL INCLUDE INFO ON
DEHYDRATED FRU 29/05/87

2120 22/12/86 01/01/00 DVM FXQ 790500 2 EAV 0 10 \$0.00
DVR0162-REQ PENDING FOR FEDEXPOR AWAITING ACTION IN ECUADOR
OR MIAMI: GO AHEAD FOR THE DEHYDRATED PRODUCTS STUD 21/05/87

2167 13/01/87 01/01/00 DVM FXQ 790500 2 EAV 0 10 \$0.00
DVR0179-REQ STILL PENDING FORMAL ANSWER ON DEHYDRATED
PRODUCT 22/05/87

2463 14/04/87 01/01/00 DVM FXQ 790500 2 EAV 0 10 \$0.00
DVR0300-DEHYDRATED PROD INFO-CONTACTING TRADE SOURCES, ASSO
AND RELATED GOV'T AGENCIES FOR ABOVE INFO. 29/05/87

Este Trabajero-- Costo Laboral : \$19.20

2470 21/04/87 01/01/00 DVM FXQ 790500 2 TDY 0 10 \$0.00
DVR0307-PRICES DEHYDRATED PRODUCTS 29/05/87

2475 23/04/87 01/01/00 DVM FXQ 790500 2 TDY 0 10 \$0.00
DVR0312-DEHYDRATED SPICE PRICES-PAPRIKA PRICES 29/05/87

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 1 0
Costo Laboral Total: \$22.80
Otros Costos Total: \$0.00

Costo Total: \$22.80

1342 TANASA & LICURESA

2125 22/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVR0162-TANASA & LICURESA INFO 21/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1343 CURCUMA

2126 22/12/86 01/01/00 DVM FXQ 720000 2 EAV 0 10 \$0.00
DVR0162-REQ STILL PENDING FOR FEDEXPOR:PRICE INFORMATION 21/05/87

2153 09/01/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVR0175- CURCUMA IS NOT KNOWN AS SUCH UNDER THAT NAME.
PROVIDE A BETTER ENGLISH+ TRANSLATION. 22/05/87

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1344 CASTOR OIL SEED

2127 22/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0162-REQ STILL PENDING FOR FEDEXPOR:PRICE INFO ON CASTOR OIL SEED 21/05/87

2155 09/01/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0175-THERE ARE NO PRICES AVAILABLE FOR CASTOR OIL SEED. 22/05/87
 THERE ARE PRICESFOR+ CASTOR OIL, NYC MARKET JAN 2, 1987

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1345 MUSK SEED

2128 22/12/86 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0162-REQ STILL PENDING FOR FEDEXPOR:PRICE INFO ON MUSK SEED 21/05/87

2154 09/01/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0175-THERE ARE NO PRICES AVAILABLE FOR MUSK OIL OR SEED 22/05/87

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1346 CARDAMOM--PRICE INFO

2129 22/12/86 01/01/00 DVM FXQ 720600 2 EAV 0 10 \$0.00
 DVR0162-REQ STILL PENDING FOR FEDEXPOR:CARDAMOM PRICE INFORMATION 21/05/87

2151 09/01/87 01/01/00 DVM FXQ 720600 2 EAV 0 10 \$0.00
 DVRE0175-CARDAMOM PRICES FOR JAN 2, 1987, NY SPICE MARKET PER REX DULL, USDAMARKETING SPECIALIST, AMS. 22/05/87

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1347 ASPARAGUS--PURCHASE ORDER

2131 22/12/86 01/01/00 DVM FXQ 710200 2 EAV 0 10 \$0.00
 DVR0162-REQ STILL PENDING FOR FEDEXPOR:PURCHASE ORDERS FOR ASPARAGUS SEED 21/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

200

1351 SNOW PEAS--COST

2141 29/12/86 01/01/00 DVM DVW 711200 2 EAV 0 10 \$0.00
 DVRO166-COST FIGURES SNOW PEA SHIPMENT 2-86. LOT NO. 28814 22/05/87
 44CTN. SNOW PEAS

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1352 ADM>PRONET PRICE INFO

2146 07/01/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
 DVRO171-ATTEMPTING TO SEND INFO NOW. YOUR MODEM IS NOT 22/05/87
 ANSWERING. PLEASE VERIFY THAT MODEM IS ON.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1353 SNOW PEAS 3/86

2148 08/01/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 SNRD172-PREVOR'S COMPUTER SHOULD BE OPERATIONAL TOMORROW. 22/05/87
 JERRY SAID THAT HEWOULD HAVE A COST BREAKDOWN FOR LOAD 3-86
 AT THAT TIME.
 2158 09/01/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVRO177-43 SNOW PEAS GROSS SALES 376.00 22/05/87

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1354 PASSION FRUIT--QUOTES

2149 09/01/87 01/01/00 DVM FXQ 700500 2 EAV 0 10 \$0.00
 DVRO173-WE HAVE A REQ FROM AN IMPURTER ASKING FOR QUOTES 22/05/87
 AND SAMPLES FROZENPASSION FRUIT CONCENTRATE.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1355 SNOW PEAS--COST 2/87

2152 09/01/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVRO177-SHIPMENT 2-86 44 SNOW PEAS;PREVOR LOT 28814 22/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1358 UFF&VA--ORLANDO--COST PER PERSON

2161 12/01/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO178-UFF & VA PROJECTED COSTS PER PERSON 22/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1359 UFF&VA--ORLANDO--REGISTRATION

2162 13/01/87 01/01/00 DVM FXQ 533200 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING BETWEEN DVM AND FEDEXFORUFF & VA 22/05/87
 CONVENTION- REGISTRATION, COORDINATION, ETC.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1360 ADM>TECHNICAL ASSISTANCE

2169 13/01/87 01/01/00 DVM FXQ 443000 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING-SCHEDULING OF TECHNICAL 22/05/87
 ASSISTANCE FOR 1ST 6 MOS1987.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1361 ADM>PAYMENT OF INVOICES

2170 13/01/87 01/01/00 DVM FXQ 312700 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PAYMENT-PAYMENT OF OUTSTANDING DEVRES 22/05/87
 INVOICES

Este Trabajero-- Costo Laboral : \$4.80

2787 02/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 INVOICE FROM ARLINGTON REF REPAYMENT OF RENT.

2886 29/10/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVRO511 SENDING YOU VIA APO MEMO REF OUTSTANDING BLUE
 BOOKS FROM PRODUCE REPORTER CO

2961 01/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVRO571 PAYMENT RELIEVED FOR \$468.60 PLS ADV WHEN BALANCE
 WILL BE PAID.

Este Trabajero-- Costo Laboral : \$5.40 - 102

Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$10.20
 Otros Costos Total: \$0.00

Costo Total: \$10.20

1362 ADM>WORKPLAN

2171 13/01/87 01/01/00 DVM FXQ 443000 3 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING APPROVAL OF WORKPLAN FOR NEXT 6 22/05/87
 MOS

Este Trabajero-- Costo Laboral : \$4.80

2574 04/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 Please Resend Proposed Workplan - - It Was Lost.

2580 05/08/87 01/01/00 AID DVM 2 0 0 \$0.00
 Send Workplan which accompanied Budget Immediately.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1363 FEDEXPOR NEWSLETTER

2173 13/01/87 01/01/00 DVM FXQ 443000 2 EAV 0 10 \$0.00
 DVRO179-REQ STILL PENDING FEDEXPOR NEWSLETTER 22/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1366 UFF&VA--ORLANDO--EQUIPMENT RENTALS

2178 17/01/87 01/01/00 DVM FXQ 533220 2 TDY 0 10 \$0.00
 DVRO182-PAYMENT AND RESERVATIONS FOR EQUIPMENT RENTALS AND 22/05/87
 SERVICE FOR CONVENTION IS DUE IN WASHINGTON/ORLANDO BY
 JANUARY 30.

2193 29/01/87 01/01/00 DVM FXQ 533220 2 TDY 0 10 \$0.00
 DVRO197-ON FDX'S BEHALF WE HAVE PLACE ORDERS FOR THE 22/05/87
 FOLLOWING MATERIALS FOR THE UFF & VA EXHIBITION IN ORLANDO.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1368 OKRA--PRICES

2185 22/01/87 01/01/00 DVM FXQ 710800 2 EAV 0 10 \$0.00
 DVRO190-INFORM GUNTHER CHANANGE THAT THERE IS NO OKRA 22/05/87
 CURRENTLY AVAILABLE INNY+ DUE TO LACK OF SUPPLIES AND
 INCLEMENT WEATHER.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1370 UFF&VA--ORLANDO--AV EQUIPMENT

2187 27/01/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
DVR0192-PLEASE SPECIFY WHAT VIDEO PLAYER AND MONITOR IS 22/05/87
NEEDED FOR UNITED CONVENTION.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1371 CUSTOME HOUSE GUIDE

2191 28/01/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
DVR0195-THE CUSTOM HOORSE GUIDE REQUESTED BY FDX GUAYAGUIL 22/05/87
OFFICE IS AVAILABLE AT \$259.00. IF ADVANCE PAYMENT IS MADE,
A 10% DISCOUNT APPLIES.

2364 03/03/87 01/01/00 DVM FXQ 443000 2 TDY 0 10 \$0.00
DVR0235-APD PACKAGE SENT WHICH CONTAINS THE CUSTOM HOUSE 28/05/87
GUIDE REQUESTED BY GUAYAGUIL OFFICE

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

1372 UFF&VA--ORLANDO--AIRLINE TICKETS

2198 30/01/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
DVR0201-ADVISE ASAP REGARDING AIRLINE TICKETS FROM 22/05/87
CHRISTINA PONCE OF ECUADOR. SHE NEEDS TO ISSUE THE
TICKETS IF YOU WANT THEM.

Este Trabajero-- Costo Laboral : \$1.80

1845 30/01/87 01/01/00 FXQ DVM 490000 2 412020 0 0 \$0.00
Don't want to hear anymore about tickets. There are many 27/04/87
other important things that you are not paying attention

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1373 EXPORTATION OF IRRADIATED PRODUCTS

2199 30/01/87 01/01/00 DVM FXQ 780000 2 EAV 0 10 \$0.00
DVR0200-A REGULATION PERMITS THE IMPORTATION OF FRESH 22/05/87
FRUITS & VEG AT UP TO 1 KILOGRAM OF IRRADIATION. YET, NOT

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1374 ADHESIVES--YUCCA STARCH

2200 02/02/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR202-MADE CONTACT WITH MR. NAPOLEON MONTESINOS OF 26/05/87
 HARPER/LOVE ADHESIVES. HESTATES THAT THEIR IS PROJECT
 PENDING FOR MANUFACTURING PLANT IN ECUADOR

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1375 DEHYDRATED--STEIBEL

2208 02/02/87 01/01/00 DVM FXQ 790500 2 EAV 0 10 \$0.00
 DVRO205-STEIBEL IS INTERESTED IN PURCHASING DRIED OR 26/05/87
 DEHYDRATED VEGETABLES.
 2780 28/08/87 01/01/00 DVM FXQ 2 EAV 0 10 \$0.00
 WILL ADVISE REF DEHYDRATED FRUITS AND VEGETABLE.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1376 UFF&VA--ARTICHOKES PUBLICATIONS

2204 02/02/87 01/01/00 DVM FXQ 710100 2 TDY 0 10 \$0.00
 DVRO206-ARTICHOKES-PER YOUR REQUEST, A PACKAGE CONTAINING 26/05/87
 THE FOLLOWING UFF&VA"FACTS & POINTERS" HAS BEEN SENT TODAY
 VIA USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1377 UFF&VA--AVOCADOS PUBLICATIONS

2205 02/02/87 01/01/00 DVM FXQ 700100 2 TDY 0 10 \$0.00
 DVRO206-AVOCADOS-PER YOUR REQUEST, A PACKAGE CONTAINING THE 26/05/87
 FOLLOWING UFF&VA"FACTS & POINTERS" HAS BEEN SENT TODAY VIA
 USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10 205

Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1378 UFF&VA--BROCCOLI PUBLICATIONS

2206 02/02/87 01/01/00 DVM FXQ 710300 2 TDY 0 10 \$0.00
DVRO206-BROCCOLI-PER YOUR REQ, A PACKAGE CONTAINING THE 26/05/87
FOLLOWING UFF&VA "FACTS & POINTERS" HAS BEEN SENT TODAY VIA
USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1379 UFF&VA--ASPARAGUS PUBLICATIONS

2207 02/02/87 01/01/00 DVM FXQ 710200 2 TDY 0 10 \$0.00
DVRO206-ASPARAGUS-PER YOUR REQ, A PACKAGE CONTAINING THE 26/05/87
FOLLOWING UFF&VA "FACTS & POINTERS" HAS BEEN SENT VIA
USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1380 UFF&VA--PINEAPPLE PUBLICATIONS

2208 02/02/87 01/01/00 DVM FXQ 700600 2 TDY 0 10 \$0.00
DVRO206-PINEAPPLE-PER YOUR REQ, A PACKAGE CONTAINING THE 26/05/87
FOLLOWING UFF&VA "FACT & POINTERS" HAS BEEN SENT TODAY VIA
USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1381 UFF&VA--STRAWBERRIES PUBLICATIONS

2209 02/02/87 01/01/00 DVM FXQ 700700 2 TDY 0 10 \$0.00
DVRO206-STRAWBERRIES-PER YOUR REQ, A PACKAGE CONTAINING THE 26/05/87
FOLLOWING UFF&VA "FACTS & POINTERS" HAS BEEN SENT TODAY VIA
USAID/QUITO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1382 UFF&VA--PIGEON PEAS PUBLICATIONS

2210 02/02/87 01/01/00 DVM FXQ 711000 2 TDY 0 10 \$0.00
 DVRO206-PIGEDN PEAS-NO UFF&VA "FACTS & POINTERS" IS
 AVAILABLE. 26/05/87

Este Trabajero-- Costo Laboral : \$1.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1383 ADM>ADDRESS OF VILMURIN

2211 12/03/87 01/01/00 FXQ DVM 443900 2 0 0 \$0.00
 DIRECTION OF VILMURIN:LA MENITRE (FRANCE) 49250 26/05/87
 BEAUFURT-EN-VALLEPHONE 41.47.52.21.--TELEX 720171

Este Trabajero-- Costo Laboral : \$0.00
 Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

 Costo Total: \$0.00

1388 PASSION FRUIT--MARACUYA

2226 03/02/87 01/01/00 DVM FXQ 700500 2 EAV 0 10 \$0.00
 DVRO208-ADVISE INTERESTED PRODUCERS THAT THE CURRENT SPOT 27/05/87
 MKT RANGES FROM\$3000+ TO \$3300 PER MT TON, CIF US, PACKED IN
 DRUMS AT 50 DEGREES BRIX.

Este Trabajero-- Costo Laboral : \$4.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1389 BERRIES--LITERATURE

2473 22/04/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVRO310-BERRIES LIT-CONTACTED USDA & GPO REGARDING REC PUB. 29/05/87
 ALL BULLETINGS AREOUT OF PRINT. WE ARE CHECKING WITH
 VARIOUS UNIV LIBRARIES TO XEROX THEM
 2474 23/04/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVRO311-BERRY LIT-HAVE OBTAINED XEROX COPIES OF FOLLOWING 29/05/87
 PUBLICATIONS, WILLSEND VIA APO
 2482 28/04/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVRO318-SENT FRIDAY VIA GASTON BURGAENTZLE:BERRY LITERATURE 29/05/87
 PER YOUR REQ
 2549 28/06/87 01/01/00 DVM CLI 700150 1 TDY 0 10 \$0.97
 MCI PHONE BILL 6/11/87

Este Trabajero-- Costo Laboral : \$7.20
 Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$7.20
 Otros Costos Total: \$0.97

 Costo Total: \$8.17

201

2333 03/02/87 01/01/00 DVM FXQ 750500 2 EAV 0 10 \$0.00
DVRO209-SELLING LONG TERM FIXED PRICE WOULD BE IMPOS 27/05/87
ACCORDING TO ACONSULTANT.+ CAN DEAL DIRECTLY WITH LARGEST
SHRIMP BUYERS ON COMMERCIAL TERMS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1391 IRRADIATION--REGULATIONS

2334 03/02/87 01/01/00 DVM FXQ 490000 2 TDY 0 10 \$0.00
DVRO210-PER YOUR REQ, FEDERAL REGULATIONS REGARDING 27/05/87
IRRADIATION IN THE PRODUCTION, PROCESSING & HANDLING OF FOOD
HAVE BEEN SENT TO YOU VIA APU

Este Trabajero - Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1392 TUNAS (CACTUS PEARS)

2335 04/02/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVRO211-GIVE INFO ON HOW TO PACKAGE, WHERE IMPORTED, AND 27/05/87
HOW SELLS IN MARKET. ONLY HANDLED ON CONSIGNMENT WITH NO
GUARANTEES TO THE EXPORTER.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1393 NOPALES

2336 04/02/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVRO211-COMMON AND IN GOOD SUPPLY HERE. PRICE IN LA 1/09/87 27/05/87
\$5.00 WHOLESALE FOR 15 LBS. DONT THINK THIS COULD BE
ECONOMICALLY PRODUCED AND EXPORTED.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1394 UFF&VA--ORLANDO--RESERVATIONS

2342 09/02/87 01/01/00 DVM FXQ 533240 2 TDY 0 10 \$0.00
DVRO215-HOLIDAY INN-RECONFIRMING HOTEL RESERVATIONS. 4 27/05/87
SINGLES; 8 DOUBLES. RECONFIRM VIA TELEX NO LATER THAN 4:00PM
TUESDAY.

2344 10/02/87 01/01/00 DVM FXQ 533240 2 TDY 0 10 \$0.00

208

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1395 UFF&VA--ORLANDO--FREEMAN SHIPPING LABELS

2343 09/02/87 01/01/00 DVM FXQ 533220 2 TDY 0 10 \$0.00
 DVRO216-THE FOLLOWING INFORMATION IS ON SHIPPING LABELS FOR 27/05/87
 UNITEDCONVENTION:

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1396 HOTEL ADDRESS

2346 10/02/87 01/01/00 DVM FXQ 533240 2 TDY 0 10 \$0.00
 DVRO219-HOLIDAY INN INTERNATIONAL DRIVE 6515 INTERNATIONAL 28/05/87
 DRIVEORLANDO,FL 32819 PHONE 305/351-3500

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1397 UFF&VA--ORLANDO--BOOTH

2349 11/02/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO221-PLEASE RECONFIRM AWB NUMBER AND THE NUMBER OF 28/05/87
 CONTAINERS THE BOOTH WAS SHIPPED IN.

Este Trabajero-- Costo Laboral : \$1.80

1704 25/08/86 01/01/00 FXQ DVW 2 412020 0 0 \$0.00
 provide FDX with specs of a booth or photo so they can 09/01/87
 construct it in Ecuador.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1398 UFF&VA--ORLANDO--EXPENSES-APO PACKAGE

2355 25/02/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO229-APO PACKAGE SENT CONTAINING THE SUMMARY OF EXPENSES 28/05/87
 FOR ORLANDO TRADEFAIR

2442 07/04/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO230-SEE FILE FDY870100-DETAILED BREAKDOWN OF ORLANDO 28/05/87 209

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1400 PACKER'S DIGEST-APD PACKAGE

2358 25/02/87 01/01/00 DVM FXD 443000 2 TDY 0 10 \$0.00
 DVRO229-SENT APD PACKAGE CONTAINING THE PACKER'S PACKAGING 28/05/87
 & MATERIALSHANDLING+ DIGEST '87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1401 FLOWER--RECEPTION SERVICES

2359 25/02/87 01/01/00 DVM FXD 730000 2 EAV 0 10 \$0.00
 DVRO231-THE FOLLOWING IS AN ESTIMATED BUDGET PER MONTH FOR 28/05/87
 SERVICES "PUERTA APUERTA" TO BE OFFERED BY FDX MIAMI TO
 INTERESTED FLOWER EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1402 UFF&VA--ORLANDO--MATERIAL (FOLLETO)

2363 03/03/87 01/01/00 DVM FXD 533200 2 TDY 0 10 \$0.00
 DVRO235-APD PACKAGE SENT TODAY WHICH CONTAINS MATERIALS 29/05/87
 FROM TRADE FAIR INORLANDO (FOLLETO)

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1403 INFO ON UPCOMING TRADE FAIRS

2365 03/03/87 01/01/00 DVM FXD 530000 2 TDY 0 10 \$0.00
 DVRO235-SENT APD PACKAGE WITH INFO REQ ON UPCOMING TRADE 29/05/87
 FAIRS

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1404 BOTTLED WATER

2366 03/03/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0235-APD PACKAGE SENT WITH AN ARTICLE ON BOTTLED WATER 28/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1405 BABY VEG--APD PACKAGE

2367 03/03/87 01/01/00 DVM FXQ 71000 2 TDY 0 10 \$0.00
 DVR0235-SENT AN APD PACKAGE WITH AN ARTICLE ON BABY VEGETABLES 28/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1406 UFF&VA--ORLANDO--BOOTH PHOTO

2368 03/03/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVR0235-SENT AN APD PACKAGE WITH A PHOTOGRAPH SENT TO THIS OFFIE OF THEFEDEXPOR BOOTH TAKEN IN ORLANDU, WITH AN INVOICE FROM THE PHOTOGRAPHER. 28/05/87
 2480 28/04/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVR0318-BILL FOR CONVENTION PHOTOGRAPHY 29/05/87

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1407 CUYE

2373 03/03/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
 DVR0236-CUYE-UPDATE ON ACTIVITY AND INFO REQ. WE ARE CURRENTLY WORKING ONANSWERING THE ABOVE. 28/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1408 FLOWER--EXPEDITER

2374 03/03/87 01/01/00 DVM FXQ 730000 2 EAV 0 10 \$0.00
 DVR0236-FLOWER EXPEDITER-UPDATE ON ACTIVITY & INFO REQ. WE ARE CURRENTLYWORKING ON ANSWERING THE ABOVE. 28/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1409 ASPARAGUS--TECHNICAL ASSIST

2375 03/03/87 01/01/00 DVM FXD 710200 2 EAV 0 10 \$0.00
 DVRO236-ASPARAGUS TECH-UPDATE ON ACTIVITY & INFO REQ. WE 28/05/87
 ARE CURRENTLY WORKING ON ANSWERING THE ABOVE.

2808 14/09/87 01/01/00 DVM FXD 710200 2 EAV 0 45 \$0.00
 SENDING VIA AFO COPY LETTER TO CHEE-KOK CHIN REF. ASPARAGUS
 TISSUE CULTURE TRAINING.

2810 14/09/87 01/01/00 DVM FXD 710200 2 EAV 0 45 \$0.00
 TISSUE CULTURE SHORT COURSE UNAVAIL MINIMUM 6 MONTHS.
 COLORADO ST UNIV. DR. CHEEK AT RUDGERS WILLING TO TRAIN
 UNDER HIS CONDITIONS. AWAITING RESPONSE FROM UNIV. OF
 MARYLAND.

Este Trabajero-- Costo Laboral : \$48.00

Este Caso-- Tiempo Total: 1 40
 Costo Laboral Total: \$48.00
 Otros Costos Total: \$0.00

Costo Total: \$48.00

1410 LILIES INFO

2377 03/03/87 01/01/00 DVM FXD 730000 2 EAV 0 10 \$0.00
 DVRO236-LILIES-UPDATE ON ACTIVITY & INFO REQ. WE ARE 28/05/87
 CURRENTLY WORKING ON ANSWERING THE ABOVE.

Este Trabajero-- Costo Laboral : \$4.80

2393 10/03/87 01/01/00 DVM FXD 790000 2 TDY 0 10 \$0.00
 DVRO248-SENT AFO PACKAGE WITH THE MARKET PRICES, HISTORICAL 28/05/87
 DATA AND IMPORTREQ+ FOR LILIES

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.60
 Otros Costos Total: \$0.00

Costo Total: \$6.60

1411 TELEX CODES

2384 05/03/87 01/01/00 FXD DVM 443000 2 0 0 \$0.00
 PLEASE SEND THE CITY CODES TO SEND TLX FROM ECUADOR FOR THE 28/05/87
 FOLLOWING CITY IN THE US: TAMPA & MINNEAPOLIS

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1412 FLOWER--PRICES--WHERE OBTAINED FROM

2387 09/03/87 01/01/00 DVM FXD 730000 2 EAV 0 10 \$0.00

212

Este Trabajero-- Costo Laboral : \$4.80

1770 09/03/87 01/01/00 FXQ DVM 730000 2 412020 0 0 \$0.00
 Flower prices-prices given periodically to Floricultores 27/04/87
 Assoc. but the claim prices are not real

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1413 UFF&VA--ORLANDO--AV EQUIPMENT

2394 10/03/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO248-SENT APO PACKAGE WITH A CHECK FROM BLUMBERG 29/05/87
 COMMUNICATION FOR RENTAL OF AV EQUIPMENT
 2394 10/03/87 01/01/00 DVM FXQ 533200 2 TDY 0 10 \$0.00
 DVRO248-SENT APO PACKAGE WITH A CHECK FROM BLUMBERG 29/05/87
 COMMUNICATION FOR RENTAL OF AV EQUIPMENT

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1414 SNAP PEAS--NEUBERG LETTER

2451 13/04/87 01/01/00 DVM FXQ 711150 2 EAV 0 10 \$0.00
 DVRO294-STILL AWAITING RESPONSE FOR CONTRACT OF SUGAR SNAP 29/05/87
 PEA SEED REF TO TLXDVRO248.

Este Trabajero-- Costo Laboral : \$4.80

2395 10/03/87 01/01/00 DVM FXQ 711150 2 TDY 0 10 \$0.00
 DVRO248-SENT A APO PACKAGE WITH A LETTER SENT TO WALT 28/05/87
 NEUBERG. HE HAS SOURCED SMALL QUANTITY OF SNAP PEAS SEED AND
 WILL BE CONTACTING YOU DIRECTLY

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.60
 Otros Costos Total: \$0.00

Costo Total: \$6.60

1415 SNOW PEAS--SETTLEMENTS

2397 11/03/87 01/01/00 DVM FXQ 711200 2 EAV 0 10 \$0.00
 DVRO253-SPOKE WITH HOWARD BERMAN AT AGRISERVICES. HE IS 28/05/87
 SENDING COPIES OF ALL CHARGES, WHICH WE WILL FORWARD TO
 YOU. GIVES INFO ON FUMIGATION
 2690 29/06/87 01/01/00 DVM FXQ 711 200 2 EAV 1 20 \$0.00
 TELEX # 376 > COST OF AGRISERVICES FOR FUMIGATION.

Este Trabajero-- Costo Laboral : \$43.25

Este Caso-- Tiempo Total: 1 30

Costo Laboral Total: \$43.25
Otros Costos Total: \$0.00

Costo Total: \$43.25

1417 INTL TRADE FAIR-WASH, DC

2403 11/03/87 01/01/00 DVM FXD 530000 2 EAV 0 15 \$0.00
DVRO249-NO SPECIFIC ITEMS TO BE EXIBITED. WOULD APPRECIATE 28/05/87
FRESH CUT FLOWERS IN ECUADORIAN SHIPPING CONTAINERS.

Este Trabajero-- Costo Laboral : \$7.20

2401 11/03/87 01/01/00 DVM FXD 530000 2 TDY 0 10 \$0.00
DVRO249-DVW IS PLANNING TO PARTICIPATE IN INT'L DEV TRADE 28/05/87
FAIR. CAN SHOW FDX PRODUCTS. SEND FLOWERS

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 25
Costo Laboral Total: \$9.00
Otros Costos Total: \$0.00

Costo Total: \$9.00

1418 AMERICAN VEG GROWERS

2409 13/03/87 01/01/00 DVM FXD 490000 2 TDY 0 10 \$0.00
DVRO258-AMERICAN VEG GROWER PHONE # 216/942-2000 MEISTER 28/05/87
PUBLISHING COMPA, 37841 EUCLID AVE WILLOUGHBY, OH 44094

2809 14/09/87 01/01/00 DVM FXD 2 TDY 0 20 \$0.00
HAVE ORDERED SUBSCRIPTION TO AMERICAN FRUIT GROWER AND
AMERICAN VEGETABLE GROWER.

2897 09/11/87 01/01/00 DVM FXD 2 TDY 0 5 \$0.00
DVRS17 SENDING TODAY VIA APO AMERICAN VEGETABLE GROWER,
OCT 87.

Este Trabajero-- Costo Laboral : \$6.30

2407 13/03/87 01/01/00 FXD DVM 490000 2 0 0 \$0.00
PLEASE SEND ASAP THE TELEPHONE OF THE AMERICAN VEG GROWERS 28/05/87

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 35
Costo Laboral Total: \$6.30
Otros Costos Total: \$0.00

Costo Total: \$6.30

1419 FLOWER--BOUQUETS-ODONNELL

2419 20/03/87 01/01/00 DVM FXD 730000 2 EAV 0 10 \$0.00
DVRO266-RECEIVED REQUEST FROM MR. O'DONNELL OF WESTERN 28/05/87
RESERVE SPEC. FOR FLOWER+ BOUQUET. PLEASE ADVISE TYPES,
PRICES CIF MIAMI & SAMPLE

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

214

2073 18/05/87 01/01/00 DVM FXQ 790700 2 TDY 0 10 \$0.00
 DVRO335-SENDING SAMPLES TO FOLLOWING WHO IS INTEREST IN 18/05/87
 TESTING QUINOA FOR THEIR HEALTH FOOD PRODUCTS.
 2682 19/06/87 01/01/00 DVM FXQ 790 700 2 TDY 0 15 \$0.00
 TELEX # DVR 371 > PLS AVS WHEN QUINOA SAMPLES SHIPPED.

Este Trabajero-- Costo Laboral : \$4.50

2077 18/05/87 01/01/00 FXQ DVM 790700 2 0 0 \$0.00
 HAVE YOU SENT THE SAMPLES OF QUINOA TO THE CONTACTS? 18/05/87
 2083 19/05/87 01/01/00 FXQ DVM 790700 2 0 0 \$0.00
 QUINOA SAMPLES-DON'T SEND QUINOA SAMPLES FROM ORLANDO 21/05/87
 BECAUSE THE BITTER SAPHAS NOT BEEN REMOVED. WILL SEND
 SAMPLES ON THURSDAY MAY 21.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 25
 Costo Laboral Total: \$4.50
 Otros Costos Total: \$0.00

Costo Total: \$4.50

1421 UFF&VA--ORLANDO--FURNITURE

2424 25/03/87 01/01/00 DVM FXQ 740000 2 EAV 0 10 \$0.00
 DVRO271-JOHN HILL OF ALLIED TRADING IS INTERESTED IN 28/05/87
 IMPORTING FURNITURE FROM ECUADOR, CURRENTLY IMPORTING FROM
 COSTA RICA. PASS INFO TO AIMA

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1422 FDX MEMBERSHIP LIST

2430 30/03/87 01/01/00 DVM FXQ 443000 2 EAV 0 10 \$0.00
 DVRO277-PROVIDE ASAP AN UPDATED FDX MEMBERSHIP LIST WITH 28/05/87
 THE FOLLOWING DATA: COMPANY, KEY CONTACT, ADDRESS,
 TELEPHONE, TLX, PRODUCTS FOR EX

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

Costo Total: \$4.80

1423 HONEYDEW--HILL-SHIPPING

2402 11/03/87 01/01/00 DVM FXQ 700300 2 EAV 0 45 \$0.00
 DVRO254-CONTACTED JOHN HILL AT ALLIED TRADING. WILL ARRANGE 28/05/87
 SHIPPING FOR HONEYDEW 1987-88 SEASON.
 2433 01/04/87 01/01/00 DVM FXQ 700300 2 EAV 0 10 \$0.00
 DVRO283-HONEYDEWS-HILL OF ALLIED NEEDS TO KNOW THE 28/05/87
 DIMENSIONS OF THE BOX USED IN SHIPPING ECUADORIAN HONEYDEWS.
 NECESSARY FOR CALCULATING SPACE

Este Trabajero-- Costo Laboral : \$26.40

1818 02/04/87 01/01/00 FXQ DVM 700300 2 412020 0 0 \$0.00
Honeydews--Your telex DVR264; Dimensions of the honeydew 27/04/87
boxesLength: 43CM Width: 39CM Height: 18CM

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 55
Costo Laboral Total: \$26.40
Otros Costos Total: \$0.00

Costo Total: \$26.40

1425 FDA PERMISSION FOR CANNERS

2435 01/04/87 01/01/00 DVM FXQ 490000 2 EAV 0 10 \$0.00
DVRO281-ASSISTING LUIS CARDENAS OF ROSSAS TRADING TO 28/05/87
EXPEDITE OBTAINING FCE #SO THAT ECUADORIAN PRODUCT CAN BE
IMPORTED.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1426 CARNATION PRICES

2437 02/04/87 01/01/00 DVM FXQ 730100 2 EAV 0 10 \$0.00
DVRO285-DEMAND IS QUOTED AS POOR BY MOST IMPORTERS PRICES 28/05/87
REPORTED TO USFOLLOWS:

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1427 MIAMI OFFICE RENT

2439 06/04/87 01/01/00 DVM FXQ 300317 2 EAV 0 10 \$0.00
DVRO287-PER THE LEASE SIGNED WITH ARLINGTON PETROLEUM 28/05/87
FOLLOWS A CURRENT STATUSOF THE ACCT:NEED A TOTAL OF \$2,245.
ADVISE HOW TO HANDLE

2456 13/04/87 01/01/00 DVM FXQ 300317 2 EAV 0 10 \$0.00
DVRO294-ARE WAITING RESPONSE FROM AID CONTROLLER IN QUITO 29/05/87
REF. PENDINGFINANCIAL ISSUES. HE SAID THAT HE WOULD LOOK
INTO THE MATTER LAST FRI.

Este Trabajero-- Costo Laboral : \$9.60

2931 15/12/87 01/01/00 DVM DVW 2 TDY 0 30 \$0.00
DVRO544 UNPAID RENT FOR 1202

Este Trabajero-- Costo Laboral : \$5.40

Este Caso-- Tiempo Total: 0 50
Costo Laboral Total: \$15.00
Otros Costos Total: \$0.00

Costo Total: \$15.00

2443 07/04/87 01/01/00 DVM FXD 720200 2 EAV 0 10 \$0.00
 DVRO290-FDX8/0100-EXPENSES TRAVEL OF E. MINNIFEE TO
 ECUADOR, \$967.09 & EASTERNSPRINT, SEND TRAVEL MATERIALS TO
 MINNIFEE FROM WASHINGTON-\$51.45 28/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1429 UFF&VA--ORLANDO--TECH

2452 13/04/87 01/01/00 DVM FXD 533200 2 EAV 0 10 \$0.00
 DVRO294-PENDING-AWAITING REPLY FROM UFFVA REF. TECNICOS.
 WILL FOLLOW UPTODAY. 29/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1430 QUINDA--ARROWHEAD MILLS

2455 13/04/87 01/01/00 DVM FXD 790700 2 EAV 0 10 \$0.00
 DVRO294-PER OUR CONVERSATION I AM WAITING SPECS FROM
 ARROWHEAD MILLS 29/05/87

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$6.60
 Otros Costos Total: \$0.00

 Costo Total: \$6.60

1431 PHHC--SPEAKER

2552 22/06/87 01/01/00 FXD DVM 440200 2 EAV 0 0 \$0.00
 RESERVATIONS FOR BOLTON AND WILSON ARE CONFIRMED IN LOS
 ALPES HOTEL

Este Trabajero-- Costo Laboral : \$0.00

2458 13/04/87 01/01/00 DVM FXD 540200 2 TDY 0 10 \$0.00
 DVRO297-SPOKE WITH DAVID THAYER OF UNITED. HE IS AVAIL WEEK
 OF JULY 20 FOR SEMINAR IN ECUADOR. WILL SEND CV AND BROCHURE
 TO THIS OFFICE WILL FORWARD 29/05/87

2457 13/04/87 01/01/00 DVM FXD 540200 2 TDY 0 10 \$0.00
 DVRO296-FOLLOWED UP WITH UFFVA ON SEMINAR SPEAKER. DAVID
 THAYER CONDUCTS SEMINARS FOR MEMBERS IN PH HANDLING OF
 PERISHABLES. 29/05/87

2472 22/04/87 01/01/00 DVM FXD 540200 2 TDY 0 10 \$0.00
 DVRO309-DAVID THAYER DOESNT SPEAK SPANISH. THE PROPOSED
 SEMINAR WOULD BE FOR ONE DAY. HE COULD DO AN ADD DAY OF TWO 29/05/87

DEPENDING ON THE SCOPE.

2546 24/06/87 01/01/00 DVM CLI 540200 1 TDY 0 10 \$23.86
MCI PHONE BILL 6/11/87

Este Trabajero-- Costo Laboral : \$7.20

2547 25/06/87 01/01/00 FXQ DVM 540200 2 0 0 \$0.00
EXPLAINED AUDIO VISUAL FORMAT FOR PHHC. EXPLAINED TRAVEL
ARRANGEMENTS REF TELEX DVRO3/0. TEL CALL 6/25/87 12:30

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$7.20
Otros Costos Total: \$23.86

Costo Total: \$31.06

1432 GINGER--BUYERS

3014 19/03/88 01/01/00 DVM FXQ 720.200 2 EAV 0 20
PLS ADV MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$9.60

2461 13/04/87 01/01/00 DVM FXQ 720200 2 TDY 0 10 \$0.00
DVRO298-SENT VIA AFD LETTER REF GINGER BUYERS 29/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$11.40
Otros Costos Total: \$0.00

Costo Total: \$11.40

1433 GRAPEFRUIT--MERINU

2476 23/04/87 01/01/00 DVM FXQ 700250 2 EAV 0 10 \$0.00
DVRO314-GRAPEFRUIT-POTENTIAL NEW MEMBER-MR. ANDRES MERINO 29/05/87

Este Trabajero-- Costo Laboral : \$4.80

2581 05/08/87 01/01/00 FXG DVM 700 250 2 0 0 \$0.00
Merino sell FOB Guayaquil. Is offer good on these terms net
30 pay?

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1434 LEATHERLEAF PRICES

2477 23/04/87 01/01/00 DVM FXQ 790000 2 EAV 0 10 \$0.00
DVRO316-LEATHERLEAF IS SOLD IN BUNCHES, 25 STEMS PER BUNCH. 29/05/87
CURRENT MKT APPROX.80 /BUNCH, FOB CENTRAL AND NORTH. FL

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

218

Costo Total: \$4.80

1435 SPICE TRADE

2479 28/04/87 01/01/00 DVM FXD 720000 2 TDY 0 10 \$0.00
DVR0318-SENDING APO-FOREIGN AG CIRCULAR ON US SPICE TRADE 29/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1436 FEDEXPOR BOOTH

2489 28/05/87 01/01/00 DVM FXD 790000 2 TDY 0 10 \$0.00
DVR0251-RECEIVED A BILL TODAY FOR STORAGE OF THE FDX
POSITION DISPLAY BOOTH.TOTAL BILL FOR \$125.00 29/05/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1438 ARTICHOKE--EXPERT-BIO SHEET

2498 01/06/87 01/01/00 DVM FXD 710100 2 JDF 0 10 \$0.00
DVR0354-A COPY OF PEDRO BEAS BIOGRAPHICAL DATA SHEET WAS
SENT IN AN APOPACKAGE 17/06/87

Este Trabajero-- Costo Laboral : \$1.30

2503 09/06/87 01/01/00 DVM FXD 490000 2 TDY 0 10 \$0.00
DVR0360-PLEASE CALL GIOVANNI DE CHOUDENS 17/06/87

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$3.10

Otros Costos Total: \$0.00

Costo Total: \$3.10

1441 UNITEDGRAM--ORLANDO CONF

1234 15/07/86 31/07/86 DVW CLI 1 TDY 0 10 \$0.00
Debbie Moss - will FDX exhibit? 21/07/86

1240 15/07/86 01/01/00 DVW FXD 2 DVR011 TDY 0 10 \$0.00
Debbie Moss wants to know if FDX will exhibit at United 21/07/86

2508 10/06/87 01/01/00 DVM FXD 533200 2 TDY 0 10 \$0.00
DVR0363-IN APO PACKAGE IS ENCLOSED UNITEDGRAM FOR
PARTICIPANTS IN ORLANDOCONFERENCE 18/06/87

Este Trabajero-- Costo Laboral : \$5.40

Este Caso-- Tiempo Total: 0 30

Costo Laboral Total: \$5.40

Otros Costos Total: \$0.00

Costo Total: \$5.40

1442 FOOD INSTITUTE REPORT

2512 10/06/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0363-APU PACKAGE WITH FOOD INSTITUTE REPORT IN MAY 30,
 JUN 6 18/06/87

Este Trabajero-- Costo Laboral : \$1.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1443 ADM>CORREA CALL GIOVANNI

2514 11/06/87 01/01/00 DVM FXQ 790000 2 JDF 0 10 \$0.00
 DVR0365-GIOVANNI WANTS TO KNOW IF FERNANDO IS IN THE OFFICE
 SO HE CAN CALL HIM. 18/06/87

Este Trabajero-- Costo Laboral : \$1.30
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.30
 Otros Costos Total: \$0.00

 Costo Total: \$1.30

1444 CALCULATOR--FINUCANE

2516 11/06/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0367-PLEASE PASS INFO TO FINUCANE REGARDING THE
 CALCULATOR HE REQ 18/06/87

Este Trabajero-- Costo Laboral : \$1.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1445 BANANA--JOHN HILL

2517 15/06/87 01/01/00 DVM FXQ 700140 2 TDY 0 10 \$0.00
 DVR0368-JOHN HILL HAS ADVISED US THAT HE HAS A CUST WILLING
 TO BUY 125,000BOXES OF BANANAS FROM ECUADOR -FOB ECUADOR.
 BUYER PROVIDES TRANSPORT 18/06/87

Este Trabajero-- Costo Laboral : \$1.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1446 BOTTLE CAPS

2519 15/06/87 01/01/00 DVM FXQ 790000 2 TDY 0 10 \$0.00
 DVR0369-ADVISE WHENT HE BOTTLE CAPS HAVE BEEN SENT OR WILL
 BE SENT TO OUR OFFICES AND THE METHOD OF SHIPMENT. 18/06/87

Este Trabajero-- Costo Laboral : \$1.80

220

2561 06/07/87 01/01/00 FXD DVM 760 100 2 0 0 \$0.00
 Returning Box of Tincan Lids --Wrong Size
 2575 05/08/87 01/01/00 FXD DVM 2 0 0 \$0.00
 Please Advise Status Bottle Caps for Astudillo.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1447 ROBERT ROSS

2521 05/06/87 01/01/00 DVM FXD 550000 2 JDF 0 10 \$0.00
 DVR0359-ROBERT ROSS IS OUT OF THE COUNTRY AND WONT BE BACK 18/06/87
 TILL THE 15 OFJUNE. ADVISE

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.30
 Otros Costos Total: \$0.00

Costo Total: \$1.30

1448 Quinoa--Samples Shipped

2559 06/07/87 01/01/00 FXD DVM 790 700 2 0 0 \$0.00
 77 Bolsas Quinoa en Gramo. 15 Bolsas Quinoa en Polvo
 Shipped 3Jul 87 via Equatoriana AWB 541-0582-2880
 2577 05/08/87 01/01/00 FXD DVM 790 700 2 0 0 \$0.00
 No Additional Quinoa Samples have been Shipped. I was
 wrong. Will advise when will be shipped.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1449 ADM>FAX

2812 15/09/87 01/01/00 DVM FXD 2 JDF 0 20 \$0.00
 OUR FAX IS WORKING.
 2880 27/10/87 01/01/00 DVW FXD 2 JDF 0 10 \$0.00
 DVR508 WHAT IS YOUR REQUEST REF FAX IN WASHINGTON?

Este Trabajero-- Costo Laboral : \$3.90

2728 29/07/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 FAX # 305 - 591 - 4153.
 2804 14/09/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 PLEASE ADVISE STATUS FAX AND CONFIRM NUMBER.
 2626 01/10/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 OUR FAX # IS: 305 - 591 - 4153
 2650 28/10/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 DEVRES WDC DOES NOT HAVE FAX.
 2882 28/10/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 DVR509 WE DID NOT REC FAX 10/23. PLEASE RETRANSMIT FAX
 AGAIN.

2563	07/07/87	01/01/00	FXQ DVM	2		0	0	\$0.00
Send Materials via AIMA FAX 13:00 - 15:00								
2625	01/10/87	01/01/00	FXQ DVM	2		0	0	\$0.00
YOUR FAX # PLS?.								
2649	28/10/87	01/01/00	FXQ DVM	2		0	0	\$0.00
NEED DEVRES WDC FAX #.								

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 20
 Costo Laboral Total: \$12.90
 Otros Costos Total: \$0.00

 Costo Total: \$12.90

1452 SNOW PEAS--USDA Code Regulations

2707	15/07/87	01/01/00	DVM FXQ 711 200 2		EAV	0	40	\$0.00
TELEX # 395 > HAVE REORDER INFO. AVAILABLE NEXT WEEK. REF. TLXX 87227.								

Este Trabajero-- Costo Laboral : \$19.20

2720	21/07/87	01/01/00	DVM FXQ 711 200 2		TDY	0	10	\$0.00
TELEX # DVR0403 > NO CHANGE IMPORT REGS SNOW PEAS AND SUGAR SNAP FROM EQUADOR. NO GRADES AND STANDARDS PUBLISHED.								

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$21.00
 Otros Costos Total: \$0.00

 Costo Total: \$21.00

1454 Melon--Seed

2695	30/06/87	01/01/00	DVM FXQ 700 300 2		EAV	0	20	\$0.00
TELEX # 381 > AVAILABLE: GALIA 11/LBS \$195/LB CHARANTIAS 5/LBS \$40/LB OGEN 20 -30 LBS \$15/LB								

2694	30/06/87	01/01/00	DVM FXQ 700 300 2		EAV	0	20	\$0.00
TELEX # 380 > SPECIALTY SEEDS AVAILABLE FROM LE MARCHE. PLS AVS QUANTITIES DESIRED.								

2693	30/06/87	01/01/00	DVM FXQ 700 300 2		EAV	0	30	\$0.00
TELEX # 379 > CONTACT PETASEED CO. FOR INT'L REP IN GUAYAQUIL FOR MELON SEEDS YOU REQUESTED.								

2695	30/06/87	01/01/00	DVM FXQ 700 300 2		EAV	0	20	\$0.00
TELEX # 381 > AVAILABLE: GALIA 11 LBS \$195/LB								

2698	06/07/87	01/01/00	DVM FXQ 700 300 2		EAV	1	0	\$0.00
TELEX # 384								

2699	06/07/87	01/01/00	DVM FXQ 700 300 2		EAV	0	10	\$0.00
TELEX # 385 > LE MARCHE'S BANK. FIRST NATIONAL BANK OF DIXON.								

2698	06/07/87	01/01/00	DVM FXQ 700 300 2		EAV	1	0	\$0.00
TELEX # 384 > ALL SEED FROM, LE MARCHE 1 - 2 LB /ACRE SEEDING WILL PROVIDE BANK INFO FOR WIRE TRANSFER.								

2771	27/08/87	01/01/00	DVM FXQ 700300 2		EAV	0	20	\$0.00
LE MARCHE SENT SEED TO MIAMI VIA UPS. WILL FORWARD UPON ARRIVAL.								

2786	01/09/87	01/01/00	DVM FXQ 700300 2		EAV	0	30	\$0.00
RECEIVED MELON SEED FROM LE MARCHE. FORWARDING TO YOU VIA APO.								

2797	08/09/87	01/01/00	DVM FXQ 700300 2		EAV	0	10	\$0.10
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PLEASE SEND COPIES OF LAST THREE TELEXES TO LE MARCHE DIRECTLY.

2801 09/09/87 01/01/00 DVM FXQ 700300 2 EAV 0 15 \$0.00
MELON PLANTING INFO. LE MARCHE CAN HAVE INFO BY MONDAY OR TUESDAY OF NEXT WEEK.

Este Trabajero-- Costo Laboral : \$141.70

2685 22/06/87 01/01/00 DVM FXQ 700 300 2 TDY 2 30 \$0.00
TELEX # DVR 373 > NO SUCCESS TO DATE ON SOURCING MELON SEED. OTHER VARIETIES AVAILABLE. WILL CONTINUE SEARCH.

Este Trabajero-- Costo Laboral : \$27.52

2592 27/08/87 01/01/00 FXQ DVM MELON 2 0 0 \$0.00
What's happening with Melon Seed Purchase?.

2602 31/08/87 01/01/00 FXQ DVM MELON 2 0 0 \$0.00
PLS SEND TELEPHONE, TLX, CONTACT AT LE MARCHE. WE WANT A PROFILE ON PLANTING SEEDS.

2603 01/09/87 01/01/00 FXQ DVM 2 0 0 \$0.00
ING. CORREA WANTS MELON SEEDS SENT TODAY VIA APO.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 7 25
Costo Laboral Total: \$169.22
Otros Costos Total: \$0.10

Costo Total: \$169.32

1456 GINGER--SEED FROM HAWAII

2781 28/08/87 01/01/00 DVM FXQ 720200 2 EAV 0 30 \$0.00
HAVE SOURCED SEED IN HAWAII. FIJIAN VARIETY COST \$43/30LB CASE

2850 05/10/87 01/01/00 DVM FXG 720200 2 EAV 0 20 \$0.00
RECEIVED SAMPLES FROM EXOTICA RARE FRUIT NURSERY. PLEASE ADVISE UPON RECEIPT.

Este Trabajero-- Costo Laboral : \$24.00

Este Caso-- Tiempo Total: 0 50
Costo Laboral Total: \$24.00
Otros Costos Total: \$0.00

Costo Total: \$24.00

1457 Quinoa--Japanese Request for Info.

2738 13/08/87 01/01/00 DVM FXQ 790 700 2 JOP 1 30 \$0.00
TELEX# 419 > SENT 2 BAGS QUINOA SAMPLES TO JAPAN.

2747 19/08/87 01/01/00 DVM FXQ 790700 2 JOP 30 30 \$0.00
COPY OF LETTER TO MR. FUJII REF QUINOA SENT VIA APO

Este Trabajero-- Costo Laboral : \$246.19

2572 03/08/87 01/01/00 CLI DVM 790 700 2 0 0 \$0.00
Unison Trading Co LTD. TLX=2323114 Sankom J 5-24-8 Cho Nakauolso Tokyo 164 Japan, Interested in Quinoa. Want Info.& Recipies

2583 13/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00
PLS AVS when ship samples of quino to Japan quantity.

Este Trabajero-- Costo Laboral : \$0.00

Costo Laboral Total: \$246.19
 Otros Costos Total: \$0.00

Costo Total: \$246.19

1458 Budwood (Yemas)

2734 10/08/87 01/01/00 DVM FXD 790 200 2 EAV 0 20 \$0.00
 TELEX # 416 > LETTER FROM PINE ISLAND TO ING. PAREDES.
 2768 27/08/87 01/01/00 DVM CLI 790200 2 EAV 0 40 \$0.00
 BUDWOOD FROM PINE ISLAND. CAN FILL ORDER. BANK INFO.
 2796 08/09/87 01/01/00 DVM CLI 790200 2 EAV 0 20 \$0.00
 COLLEEN BUGGS AT PINE ISLAND AVS HAVE CUT BUDWOOD AND
 WAITING FOR INSPECTOR.
 2799 09/09/87 01/01/00 DVM CLI 790200 2 EAV 0 25 \$0.00
 PINE ISLAND SENT BUDWOOD TODAY EA # 9 AWB 007-10070690.

Este Trabajero-- Costo Laboral : \$50.40

2785 31/08/87 01/01/00 DVM CLI 790200 2 TDY 0 20 \$0.00
 WILL SHIP TOMORROW. COST US\$145.00
 2858 12/10/87 01/01/00 DVM FXD 790200 2 TDY 0 5 \$0.00
 INVOICE FOR BUDWOOD FOR AGRIFIM.

Este Trabajero-- Costo Laboral : \$4.50

2573 30/07/87 01/01/00 FXG DVM 790 200 2 0 0 \$0.00
 Frank Muller Lagrifim Want Yemas for Limes.
 2584 13/08/87 01/01/00 FXG DVM 790 200 2 0 0 \$0.00
 Need Programa ASAP.
 2593 27/08/87 01/01/00 CLI DVM 790 200 2 0 0 \$0.00
 Have to fit Sanitary Permits for Bud Sticks. Tommy Alkins &
 Persian Lime. Need nursery certificate PLS coordinate
 shipment.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 10
 Costo Laboral Total: \$54.90
 Otros Costos Total: \$0.00

Costo Total: \$54.90

1459 ASPARAGUS--Supermarket Prices

2576 02/08/87 01/01/00 FXD DVM 710 200 2 0 0 \$0.00
 Need Prices for our Final Consumer (supermarkets).

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1460 Printer Motor

2578 05/08/87 01/01/00 FXD DVM 2 0 0 \$0.00
 Send Printer Motor for Star Printer with Achiotte Sample.
 2582 05/08/87 01/01/00 FXG DVM 2 0 0 \$0.00
 Have you found the motor?
 2587 18/08/87 01/01/00 FXD DVM 2 0 0 \$0.00
 Motor belongs to Star Printer Delta 10 - Plus Series CL
 4004001149 AC-120 60h2 1.2A.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1461 Papaine International Prices

2758 25/08/87 01/01/00 DVM FXQ 720030 2 EAV 0 20 \$0.00

POTENTIAL CLIENT: ADOLPH'S LTD. USE PAPAIN IN MEAT TENDERIZER.

2836 21/09/87 01/01/00 DVM CLI 720030 2 EAV 0 25 \$0.00

AMATO PLEASE ADVISE IF SAMPLES HAVE BEEN ANALYZED AND RESULTS ARE AVAILABLE.

Este Trabajero-- Costo Laboral : \$21.60

2742 14/08/87 01/01/00 DVM FXQ 720 030 2 TDY 0 10 \$0.00

MARVIN MOOSE, AN EXPERT ON ADDITIVES, WILL HAVE INFO ON MONDAY.

Este Trabajero-- Costo Laboral : \$1.80

2585 13/08/87 01/01/00 FXQ DVM 720 030 2 0 0 \$0.00

Need International Prices Papain (extract of Papaya). Price per Ton.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 55
Costo Laboral Total: \$23.40
Otros Costos Total: \$0.00

Costo Total: \$23.40

1462 TOMATO PASTE--International Prices.

2743 18/08/87 01/01/00 DVM FXQ 711 550 2 EAV 1 30 \$0.00

TELEX # 422 > CASERA FOODS INTERESTED TOMATOE PASTE E: 40/LB.

Este Trabajero-- Costo Laboral : \$43.25

2741 14/08/87 01/01/00 DVM FXQ 711 550 2 TDY 0 10 \$0.00

TELEX# 422 > CURRENT MKT. STRONG 38/LB AT 31 BRIX 55 GALLON.

2791 02/09/87 01/01/00 DVM FXQ 711550 2 TDY 1 30 \$0.00

SENDING INFO TOMATO PASTE AND IMPORT STATS.

Este Trabajero-- Costo Laboral : \$18.26

2586 13/08/87 01/01/00 FXQ DVM 711 550 2 0 0 \$0.00

Need International Prices for Tomato Paste in 55 Gallon drums.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 10
Costo Laboral Total: \$61.51
Otros Costos Total: \$0.00

Costo Total: \$61.51

225

2736 10/08/87 01/01/00 DVM FXG 720 200 2 EAV 0 20 \$0.00
 TELEX # 417 > CHECKING W/ WEST COAST SOURCES FOR SEED.
 2750 19/08/87 01/01/00 DVM FXQ 720200 2 EAV 1 10 \$0.00
 HAVE CONTACTED POTENTIAL BUYERS, PLEASE ADVISE HOW GINGER
 WILL BE SHIPPED (AIR, SEA).

Este Trabajero-- Costo Laboral : \$43.25

2588 18/08/87 28/08/87 FXQ DVM 720 200 2 0 0 \$0.00
 URGENT - PLS ADS Activities to market 60,000 tyo 70,000
 lbs. of Ginger which will be harvested on coast in 3 weeks
 (sept.)

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 30
 Costo Laboral Total: \$43.25
 Otros Costos Total: \$0.00

Costo Total: \$43.25

1464 PHHC--Guayaquil

2746 19/08/87 01/01/00 DVM FXQ 2 EAV 0 20 \$0.00
 CONFIRMING TELEPHONE CONVERSATION. PHHC SCHEDULED SEPT 27-
 OCT 3. FC IN MIAMI FRIDAY SEPT 11.

2760 26/08/87 01/01/00 DVM FXQ 2 EAV 0 30 \$0.00
 REPLACEMENT FOR BOLTON: WILSON AND BOLTON WORK AS TEAM.
 FINDING REPLACEMENT BY CONFERENCE DATE DIFFICULT TO
 IMPOSSIBLE.

2782 29/08/87 01/01/00 DVM FXQ 2 EAV 0 25 \$0.00
 CONFIRM MEETINGN 9/11 WITH WILSON & BOLTON IN MIAMI.

Este Trabajero-- Costo Laboral : \$36.00

2744 19/08/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 NEED DATES CONFIRMED FOR GUAYAQUIL CONFERENCE. SEND COPIES
 OF EVALUATION FORMS.

2769 22/08/87 01/01/00 DVM AID 2 TDY 0 20 \$0.00
 TRAVEL CLEARANCE FOR WILSON AND BOLTON.

2794 02/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 PLEASE CONFIRM TRAVEL PLANS FOR MEETING 9/11/87.

2802 09/09/87 01/01/00 DVM AID 2 TDY 0 15 \$0.00
 SENDING BIODATA'S FOR WILSON AND BOLTON VIA FAX AT
 FEDEXPOR.

2811 14/09/87 01/01/00 DVM FXQ 2 TDY 4 20 \$0.00
 REVISED OUTLINE FOR PHHC IN GUAYAQUIL.

2832 17/09/87 01/01/00 DVM FXQ 2 TDY 0 40 \$0.00
 DVR0475 1) MATERIALS PHOTOCOPIED IN GROUPS. 2) BOLTON'S
 AIRFARE \$776.33 3) WILSON AND BOLTON REQUEST CASH
 ADVANCES.

2879 27/10/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVR508 DR. WILSON SENT THE BOOK FIRST CLASS MAIL TO JORGE
 VERA 10 DAYS AGO.

Este Trabajero-- Costo Laboral : \$66.74

2612 17/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 UNFORTUNATELY ALL MATERIALS FOR PHHC WENT TO PRINTER IN
 MASS TO BE BOUND. CANNOT SEPARATE INTO SECTIONS.

2589 24/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 PHHC Guayaquil Confirmed dates are Octy. 1,2,3, 1987 Bolton
 & Wilson should arrive Sunday 27 Sept.

2590 25/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00

Based on comment of Quito conference, Participants do not

want Mr. Bolton. Look for other leader of seminar for Guayaquil.

2606	02/09/87	01/01/00	FXQ DVM	2		0	0	\$0.00
WILL MEET FRIDAY 11TH 6:00 PM AT FEDEXPOR OFFICE MIAMI.								
2637	14/10/87	01/01/00	FXQ DVM	2		0	0	\$0.00
HAVE YOU RECEIVED AV MATERIAL FROM PHHC SEMINAR SENT 3 WEEKS AGO?								
2646	23/10/87	01/01/00	FXQ DVM	2		0	0	\$0.00
PLS CONTACT G. WILSON REF BEVERAGE CATALOGUE HE WAS TO PURCHASE FOR JORGE VERA SARMIENTO. WILSON HAS MONEY.								
2647	27/10/87	01/01/00	FXQ DVM	2		0	0	\$0.00
JORGE VERA WAITING IMPATIENTLY.								

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 7 20
 Costo Laboral Total: \$102.74
 Otros Costos Total: \$0.00

 Costo Total: \$102.74

1465 CORONA CLAIM COLLECTION

2751	24/08/87	01/01/00	DVM CLI 750000	2	EAV	1	0	\$0.00
TLX TO JOSE LARGACHA REF CONTACTS WITH MIAMI DADE FISHERIES.								
2764	26/08/87	01/01/00	DVM FXQ 750000	2	EAV	0	10	\$0.00
COPY OF TELEX TO GUAYAQUIL OFFICE.								
2763	26/08/87	01/01/00	DVM FXG 750000	2	EAV	1	10	\$0.00
MR. QUINTANA AVS TO TAKE LEGAL ACTION IF YOU WANT MONEY. DEVRES CAN PROCEED NO FURTHER.								

Este Trabajero-- Costo Laboral : \$67.30

2841	23/09/87	01/01/00	DVM FXG	2	TDY	0	10	\$0.00
PLEASE ADVISE IF SR. LARGACHA HAS BEEN IN TOUCH WITH SR. QUINTANA. WILL CONTACT LAWYER.								

Este Trabajero-- Costo Laboral : \$1.80

2591	25/08/87	01/01/00	CLI DVM	2		0	0	\$0.00
Dade Fisheries Corp. Payment on Product need files for/Devres Co. assist in collection. Jose Largadia Devallos.								
2617	23/09/87	01/01/00	FXQ DVM	2		0	0	\$0.00
CLAIM PENDING. MIAMI DADE HAS NOT CONTACTED SR. LARGACHA.								

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 30
 Costo Laboral Total: \$69.10
 Otros Costos Total: \$0.00

 Costo Total: \$69.10

1466 ASPARAGUS--TA 10/87

2878	06/10/87	01/01/00	DVM FXQ 710200	2	EAV	0	20	\$0.00
DVR507 RODRIGO GONZALES CAN RECIEVE SOMEONE FROM ECUADOR ON NOV 2. PROGRAM WILL TAKE 5 DAYS PLS ADV FULL NAME AND DESC OF PERSON COMING.								
2889	04/11/87	01/01/00	DVM FXQ	2	EAV	0	20	\$0.00
DVR514 MR. HAMBURGER ARRIVED MUNDAY IN SANTIAGO. PLEASED WITH THE PROGRAM AND THE ARRANGEMENTS.								
2993	19/03/88	01/01/00	DVM FXQ 710,200	2	EAV	0	20	\$0.00

INVOLVEMENT NEEDED.

Este Trabajero-- Costo Laboral : \$28.80

2908 21/11/87 01/01/00 DVM FXQ 710200 2 TDY 0 10 \$0.00
 DVR0526 PLS ADV REF ANTICIPATED TRIPS TO CHILE IN DEC.
 HARVEST ENDS 12 DEC

Este Trabajero-- Costo Laboral : \$1.80

2594 27/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00

Four persons to train in Asparagus Prod. in Oct., Nov. of 1987.

2615 21/09/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

WANT TO DO TRAINING IN CHILE. PLS. ADV ASAP.

2616 23/09/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

PLS. FROUDE DATES, COST, PLACE FOR ASPARAGUS VISITS IN CHILE.

2623 01/10/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

INDICATE EXACTLY HOW COORDINATING TRIP TO CHILE. WHO CONTACT; COSTS, LODGING ETC...

2634 13/10/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

LED HAMBURGER, JACOBO STELNER. >TO GO TO CHILE ON SPARAGUS.

2538 14/10/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

TRAINEES WANT TO FOCUS ON ASPARAGUS IN CHILE INTENSIVELY. WHEN CAN FIRST PERSON GO?.

2638 14/10/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

TRAINEES WANT TO FOCUS ON ASPARAGUS IN CHILE INTENSIVELY. WHEN CAN FIRST PERSON GO?.

2675 03/12/87 01/01/00 FXG DVM 2 0 0 \$0.00

NO MORE ASPARAGUS TRIMMING IN CHILE THIS YEAR MAY BE OTHERS IN JUN/FEB OF 1988.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 10
 Costo Laboral Total: \$30.60
 Otros Costos Total: \$0.00

Costo Total: \$30.60

1467 BABY VEG--TA 12/87

2773 28/08/87 01/01/00 DVM FXQ 710250 2 EAV 0 20 \$0.00

CHINESE VEG TA OK IN DECEMBER. BABY VEG DIFFICULT.

2989 19/03/88 01/01/00 DVM FXQ 710.250 2 EAV 0 20

ADV STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES INVOLVEMENT NEEDED.

Este Trabajero-- Costo Laboral : \$19.20

2875 20/10/87 01/01/00 DVM FXQ 710000 2 TDY 0 10 \$0.00

MR. GARROUTTE HANDLES BABY VEGETABLES. HE IS WILLING AND ABLE TO MARKET SPECIALTY PRODUCTS FROM ECUADOR.

Este Trabajero-- Costo Laboral : \$1.80

2595 27/08/87 01/12/87 FXQ DVM 710 250 2 0 0 \$0.00

Two people to train in Baby Veg. Production in December (1 Coast, 1 Sierra).

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$21.00
 Otros Costos Total: \$0.00

Costo Total: \$21.00

1468 Fruit Concentrate

2774 28/08/87 01/01/00 DVM FXQ 760000 2 EAV 0 20 \$0.00
PLEASE ADVISE SPECIFIC PRODUCTS. JANUARY BAD MONTH.

Este Trabajero-- Costo Laboral : \$9.60

2596 27/08/87 01/01/88 FXQ DVM 700 990 2 0 0 \$0.00

Want two people from coast and one from sierra trained in January.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$9.60

Otros Costos Total: \$0.00

Costo Total: \$9.60

1469 BERRIES--TA 2/88

3078 03/02/88 01/01/00 FXQ DVM 2 FX 0 0
TLX DVR504 DC. 15/87

Este Trabajero-- Costo Laboral : \$0.00

2614 21/08/87 01/01/00 FXQ DVM 700 1500 2 0 0 \$0.00
NEED BERRY TA FOR LATE OCTOBER 3 DAY PLUS 2 TRAVEL. PLS. ADV. COSTS.

2597 27/08/87 01/02/88 FXQ DVM 700 150 2 0 0 \$0.00
Two people from Sierra to train in Berries in February.

2624 01/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
PLS ARRANGE VISIT OF BERRY SPECIALIST TO ECUADOR FOR 3-4 DAY

2624 01/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
PLS ARRANGE VISIT OF BERRY SPECIALIST TO ECUADOR FOR 3 - 4 DAY END OF OCTOBER.

2627 05/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
GARROUTE COMING TO ECUADOR 19 TO 23 OF OCTOBER. PLS ARRANGE DETAILS OF VISIT.

2631 07/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
PLS AVS STATUS W.GORROUTTE TRIP.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1470 GINGER--TA 3/88

2775 28/08/87 01/01/00 DVM FXQ 720200 2 EAV 0 10 \$0.00
WILL CHECK JAMAICA TO SET UP VISITS.

2992 19/03/88 01/01/00 DVM FXQ 720.200 2 EAV 0 20
PLS.ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES INVOLVEMENT NEEDED

Este Trabajero-- Costo Laboral : \$14.40

2598 27/08/87 01/03/88 FXQ DVM 720 200 2 0 0 \$0.00
One person from Coast to train in March, 1988.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1471 Honey--TA 3/88

2776 28/08/87 01/01/00 DVM FXQ 2 EAV 0 10 \$0.00

NO PROBLEM. WE HAVE HONEY EXPERT ON STAFF.

2990 19/03/88 01/01/00 DVM FXQ 790.000 2 EAV 0 20

PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER

Este Trabajero-- Costo Laboral : \$14.40

2599 27/08/87 01/03/88 FXQ DVM 770 100 2 0 0 \$0.00

One person to train in Honey in March.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1472 Melon--TA 4/88

2777 28/08/87 01/01/00 DVM FXQ 700200 2 EAV 0 10 \$0.00

APRIL TOO EARLY. US PRODUCTION BEGINS MID MAY.

Este Trabajero-- Costo Laboral : \$4.80

2600 27/08/87 01/01/00 FXQ DVM 700 340 2 0 0 \$0.00

Two people from coast and one from sierra to train in April.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1473 ASPARAGUS--BOXES

2795 03/09/87 01/01/00 DVM FXQ 710200 2 EAV 0 40 \$0.00

SPOKE WITH WAUND. WILL ANSWER REQUEST.

Este Trabajero-- Costo Laboral : \$19.20

2601 28/08/87 01/01/00 FXQ DVM 710 200 2 0 0 \$0.00

New taxes on export of Asparagus are 5% from 15 Sept. to 15 Nov. and 25% 15 Nov. to 15 April. This is serious. I Await your comments.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

1474 GINGER--SAMPLES 9/87

2755 24/08/87 01/01/00 DVM FXG 720200 2 EAV 0 10 \$0.00
PLEASE ADVISE IF YOU HAVE OBTAINED SAMPLES OF GINGER.

2805 14/09/87 01/01/00 DVM FXG 720200 2 EAV 0 10 \$0.00
RECEIVED SAMPLES. WILL SEND TO CLIENTS TODAY.

2833 17/09/87 01/01/00 DVM FXG 720200 2 EAV 0 20 \$0.00
DVR0476 SENT SAMPLES TO AUERBACH, INC. LARGEST HANDLERS OF
GINGER IN USA.

2861 13/10/87 01/01/00 DVM FXG 720200 2 EAV 0 10 \$0.00
DVR0498 COPY OF TELEX REF GINGER SAMPLES SENT TO GUAYAQUIL
OFFICE.

Este Trabajero-- Costo Laboral : \$24.00

2611 14/08/87 01/01/00 DVM FXG 2 TDY 0 10 \$0.00
RECEIVED GINGER SAMPLES LAST WEEK.

2838 22/09/87 01/01/00 DVM FXG 720200 2 TDY 0 10 \$0.00
COMMENTS ON SAMPLES BY IRWIN AUERBACH. POOR QUALITY WILL
RETURN ONLY .30/LB FOR GINGER.

Este Trabajero-- Costo Laboral : \$3.60

2610 14/08/87 01/01/00 FXD DVM 720 200 2 0 0 \$0.00
PLS INDICATE RECEIPT OF GINGER SAMPLES.

2608 09/09/87 01/01/00 FXD DVM 720 200 2 0 0 \$0.00
GINGER SAMPLES WERE SENT VIA EQUATORIANA AWB 341-0575 1966.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 10
Costo Laboral Total: \$27.60
Otros Costos Total: \$0.00

Costo Total: \$27.60

1475 QUINDA--MARKET CONFLICT

2798 08/09/87 01/01/00 DVM FXD 790700 2 EAV 0 15 \$0.00
PLEASE ADVISE CURRENT STATUS OF QUINDA EXPORTS. EDEN FOODS
RECEIVING OTHER OFFERS.

Este Trabajero-- Costo Laboral : \$7.20

2829 17/09/87 01/01/00 DVM FXD 790700 2 TDY 0 10 \$0.00
DVR0472 GARROUTTE WILLING TO GO TO ECUADOR.

2828 17/09/87 01/01/00 DVM FXD 790700 2 TDY 0 10 \$0.00
DVR0472 EDEN FOODS CONTACTED BY INTEXPO AS EXCLUSIVE AGENT
OF PROQUINDA.

Este Trabajero-- Costo Laboral : \$3.60

2678 23/09/87 01/01/00 FXD DVM 790 700 2 0 0 \$0.00
EXPLANATION FROM RODRIGO ARROYO OF QUINDA PRODUCERS
ASSOCIATION ON MKT. CONFLICT WITH INTEXPO.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 35
Costo Laboral Total: \$10.80
Otros Costos Total: \$0.00

Costo Total: \$10.80

1476 SPORT SHIRTS

3065 16/01/88 01/01/00 FXQ DVM 2 FC 0 0
 TLX NR0 296 - 23/9/87 SOLICITAMOS INF. SOBRE MERCADO PARA
 CAMISAS ESTILO LACOSTE 100 % ALGODON

Este Trabajero-- Costo Laboral : \$0.00

2618 23/08/87 01/01/00 FXQ DVM 790 100 2 0 0 \$0.00
 LACOST SPORT SHIRTS 100% COTTON 4,000 TO 5,000 /MONTH COST
 5.50 TO 6.00 FOR QUITO. PLS LOOK FOR MARKET, AND ADVISE
 CONDITIONS, QUANTITY & SPECIFICATIONS REQUIRED.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Jtros Costos Total: \$0.00

Costo Total: \$0.00

1477 BERRIES--PLANTS 9/87

2778 28/08/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 PLEASE CONTACT TIM NOURSE DIRECTLY.

2837 19/09/87 01/01/00 DVM FXQ 2 EAV 0 20 \$0.00
 DVR0478 PLEASE PROVIDE TO TIM NOURSE: TIME BELOW 45" IN
 PLANTING AREAS.

2844 25/09/87 01/01/00 DVM FXQ 700150 2 EAV 0 20 \$0.00
 DVR0484 SPOKE WITH TIM NOURSE AND GAVE HIM YOUR ORDER. WILL
 BE DIGGING PLANTS END OF THE MONTH.

2856 09/10/87 01/01/00 DVM FXQ 700150 2 EAV 0 20 \$0.00
 DVR0496 NOURSE WILL NOT HAVE PLANTS TILL END OF MONTH.

2863 13/10/87 01/01/00 DVM FXQ 700150 2 EAV 0 40 \$0.00
 DVR0500 SPOKE TODAY WITH TIM NOURSE. HAS 1300 OLLALLIE
 \$540/1,000 450 HERITAGE \$580/1,000.

2903 17/11/87 01/01/00 DVM FXQ 700150 2 EAV 0 45 \$0.00
 DVR521 CONTACTED NOURSE FARMS REF ORDER. WILL ADVISE
 CONFIRMATION PRICES + AVAILABILITY

2906 18/11/87 01/01/00 DVM FXQ 700150 2 EAV 0 20 \$0.00
 DVR0524 WILL ADV TOMORROW W/ PROFORMA UPON RECEIPT FUNDS,
 WILL MAKE SHIPMENT

2907 21/11/87 01/01/00 DVM FXQ 700150 2 EAV 1 10 \$0.00
 DVR0525 PROFORMA WAS SENT DIRECTLY TO FEDEXPOR'S QUITO
 OFFICE VIA FEDERAL EXPRESS

2954 21/01/88 01/01/00 DVM FXQ 700150 2 EAV 0 30 \$0.00
 DVR0565 HAVE REQUESTED INVOICES. TIM NOURSE INSISTS BOXES
 PACKED 104 PLANTS/BOX.

Este Trabajero-- Costo Laboral : \$132.05

3054 13/01/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
 INFORMAR NOURSE FARMS QUE SEGUN DOCTOS. DE EMBARQUE QUE
 LLEGARON DEBIERON HABER ENVIADO LAS SIGUIENTES PLANTAS: 20
 BOXES CON PLANTAS OLLALIE; 3 BOXES CON 290 PLANTAS DE
 CHESTER Y 2 BOXES CON 475 PLANTAS HERITAGE.

3056 15/01/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
 IMPORTACION DE PLANTAS DE MORA Y FRAMBUEZA: FAVOR ENVIAR
 FACTURA ORIGINAL QUE CONSTE LO SIGUIENTE: REFERENCIA,
 DESCRIPCION, NO. DE CAJAS, VALOR UNITARIO Y VALOR TOTAL FOB
 US \$ 1.561,63 MAS MANIPULED US\$ 185, MAS FLETEAEREO, US\$
 525, TOTAL CYF : US\$ 2.271,63 - PESO NETO Y PESO BRUTO
 227,27 KILOS

3059 21/01/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
 FALTANTE DE PLANTAS DE MORA: SOLICITAN CHEQUEO DE PLANTAS

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SOLICITA ENVIONUEVAMENTE DE FACTURAS DE NOURSE FARMS.

3060 21/01/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
 PASAR URGENTE VIA FAX LAS FACTURAS DE NOURSE FARMS

Este Trabajero-- Costo Laboral : \$0.00

2851 06/10/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0491 NOURSE HAS SOME PLANTS AND ARE SEARCHING FOR MORE.
 WILL NOT BE AVAILABLE TILL 30 OCT.

2866 14/10/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVR0502 NOURSE 1,300 OLLALLIE \$702; 450 HERITAGE \$261 AND
 FREIGHT \$488.

2914 23/11/87 01/01/00 DVM FXQ 700150 2 TDY 0 30 \$0.00
 DVR0528 NOURSE SAYS NET WEIGHT FOR PLANTS IS 500 LBS (23
 BLACKBERRIES 2 RASPBERRIES) 70 LBS EACH

2927 10/12/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0541 PRO FORMA INVOICE SENT VIA APO FOR OLLALLIE +
 HERITAGE BERRY PLANT

2935 21/12/87 01/01/00 DVM FXQ 700150 2 TDY 0 30 \$0.00
 DVR0546 NOURSE IS PROCESSING EXPORT DOCUMENTATION
 SHIPMENT FOR 1ST JAN. PAYMENT TO NOURSE BANK ACCT.

2933 21/12/87 01/01/00 DVM FXQ 700150 2 TDY 0 30 \$0.00
 DVR0549 NOURSE ADV AFTER PHYSICAL INVENTORY, DO NOT HAVE
 ENOUGH OLLALLIE TO FILL ORDER. PLS ADV

2937 05/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 20 \$0.00
 DVR0551 NOURSE READY TO SHIP. PLS CONFIRM ASAP

2939 08/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0553 JOHN WILLIAMS ADV SHIPMENT VIA EQUATORIANA FLIGHT
 053 AWB 341-0433-0406.

2940 08/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0554 REPEAT OF TLX 553

2941 11/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 DVR0556 PLS ADV IF GROWERS HAVE PICKED UP PLANTS.

2947 13/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 30 \$0.00
 DVR0560 NOURSE WURE THAT ALL PLANTS WERE SHIPPED.

2945 13/01/88 01/01/00 DVM FXQ 700150 2 TDY 0 30 \$0.00
 DVR0559 NOURSE SUPRISED THAT 9% MISSING. WILL INVESTIGATE
 AND ADVISE.

2969 03/02/88 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 SENDING COPY OF INVOICE FOR BERRY PLANTS

Este Trabajero-- Costo Laboral : \$43.20

2619 24/09/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
 PLS PROVIDE PROFORMS FOR 1,300 OLLALLIE, 300 LOGAN 300
 HIMOLAYA 450 HERITAGE.

2628 06/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
 GROWERS IMPATIENT REF. IMPORTING PLANTS FROM NOURSE FORMS
 PLS CALL & FOLLOW UP.

2641 16/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 CONFIRM REQUEST FOR 1375 OLLALLIE & 530 HERITAGE NEED
 CONFIRMATION FOR 300 LOGAN 275 THORNLESS EVERGREEN LOOK IN
 CALIFORNIA, OREGON, OR WASHINGTON.

2648 27/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
 PLS ADV STATUS.

2651 28/10/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
 CANCEL REQUEST FOR LOGAN, THORNLESS & EVERGREEN ONLY WANT
 OLLALLIE.

2661 23/11/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00
 PLS AVS WEIGHT OF BERRY PLANTS. NEED FOR IMPORT PERMIT.

2667 27/11/87 01/01/00 FXQ DVM 700 150 2 1 0 \$0.00
 NEED PORT DEBARCATION, AND COST + FREIGHT TO QUITO FOR
 IMPORT PERMIT.

2669 30/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 WAITING FOR INFO. FOR IMPORT PERMIT.

PLS GET PRO FORMA INVOICE FOR 2290 OLLALLIE AND 475 HERITAGE AND AIRFORE TO QUITO. CONFIRM BANK ACNT. #

2657 16/12/87 01/01/00 FXG DVW 700 150 2 0 0 \$0.00

PLS GET PROFORMA INVOICE FOR 2290 OLLALLIE AND 475 HERITAGE AND AIRFORE TO QUITO. CONFIRM BANK ACNT. #.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 8 35
Costo Laboral Total: \$175.25
Otros Costos Total: \$0.00

Costo Total: \$175.25

1478 EDEN PRODS--FAX

2630 06/10/87 01/01/00 DVM FXQ 790 700 2 TDY 0 10 \$0.00
EDEN FOOD FAX IS 517 - 456 - 7025 QUINDA.

Este Trabajero-- Costo Laboral : \$1.80

2629 06/10/87 01/01/00 FXQ DVM 790 700 2 0 0 \$0.00
PLS PROVIDE FAX FOR EDEN FOODS.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1479 HONEYDEW--USDA REPORT

2855 09/10/87 01/01/00 DVM LLI 700300 2 EAV 0 40 \$0.00
BE ADVISED COPIES AND REPORT SENT VIA CARRIER YESTERDAY.

Este Trabajero-- Costo Laboral : \$19.20

2638 08/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
PLS SEND VIA FEDERAL EXPRESS COPY OF USDA REPORT ON FRUITFLY.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

Costo Total: \$19.20

1480 ICE CREAM STICKS

2635 14/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
INCOBEL VERY INTERESTED IN CONTINUING WITH STUDY. WHEN WOULD INFO. BE AVAILABLE.

2644 19/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
PLS GIVE EMPHASIS TO STUDY. ADD C & F PRICES. MAX COST STUDY \$400.00.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total:

\$0.00

1481 ICE CREAM ASSOCIATION

2826 17/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0470 HAVE CONTACTED INTERNATIONAL ICE CREAM ASSOCIATION
IN WDC. CANNOT ASSIST, BUT WILL SEND LOTS OF MEMBERS.

Este Trabajero-- Costo Laboral : \$1.80

2636 14/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
PLS ADVISE WHEN CAN SEND LIST FROM ASSOC. IN WPC.

2636 14/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00

2639 15/10/87 01/01/00 FXQ DVM 770 000 2 0 0 \$0.00
SEND LIST VIA FAX - - END OF U DAIRY SHOW - 1988.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.80

Otros Costos Total: \$0.00

Costo Total: \$1.80

1482 PAPAYA, MORACUYA, MANGO TA 11/87

2640 15/10/87 01/01/00 FXQ DVM 2 0 0 \$0.00
LOOK FOR TA FOR NOVEMBER IN PAPAYA, PASSION FRUIT AND
MANGOS.

2660 18/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
FEDEXPOR MEMBER INTERESTED IN VISITING FLA. END OF NOV.
BEGGINING DEC. TO SEE PAPAYA, MANGO, BABY VEG. & OKRA
PRODUCTION. PLS AVS REF TIMING OF THIS VISIT

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0

Costo Laboral Total: \$0.00

Otros Costos Total: \$0.00

Costo Total: \$0.00

1483 PLYWOOD

2898 06/11/87 01/01/00 DVM FXQ 740000 2 EAV 0 10 \$0.00
DVR517 YOUR TLX828 REGARDING PLYWOOD. WE BELIEVE YOU WILL
BE ABLE TO OBTAIN INFO. FROM ING VICENTE MOLINOS AT INFORDE
IN QUITO. HIS TEL IS 456660.

Este Trabajero-- Costo Laboral : \$4.80

2642 16/10/87 01/01/00 FXG DVM 2 0 0 \$0.00
HEARD PLYWOOD PRICES DROPPING IN USA. PLS AVS. MRKT.
CONDITIONS - - PRICE & SOURCE PRODUCT.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

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2721 21/07/87 01/01/00 DVM FXQ 700 300 2 EAV 0 25 \$0.00
 TELEX # 404 > LE MARCHE MUST KNOW BY FRIDAY YOUR CONTINUED
 INTEREST IN PURCHASING MELON SEED. HAVE OTHER OFFER.

2722 23/07/87 01/01/00 DVM FXQ 700 300 2 EAV 1 0 \$0.00
 TELEX # 405 > REF YOUR TELEX: WHEN WILL GIOVANNI BE IN USA?
 HOW MUCH VARIETY FOR 500? PLS AVS ASAP.

2915 23/11/87 01/01/00 DVM FXQ 700300 2 EAV 0 35 \$0.00
 DVRO529 HAVE CONTACTED JAMES CRALL. WILL SEND CIRCULARS.
 SEED AVAILABLE FROM PETOSEED AND HOLLAR CO.

2919 27/11/87 01/01/00 DVM FXQ 700300 2 EAV 0 35 \$0.00
 DVRO533 CONTACTED MR. HOLLAR HE HAS MICKEYLEE + MINILEE
 AVAILABLE \$12.50/LB

2991 19/03/88 01/01/00 DVM FXQ 700.300 2 EAV 0 20
 PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
 INVOLVEMENT NEEDED

Este Trabajero-- Costo Laboral : \$84.05

2730 30/07/87 01/01/00 DVM FXQ 700 300 2 TDY 0 10 \$0.00
 TELEX # 412 > LE MARCHE NEEDS RESPONSE BY C.O.B. FRIDAY.
 HAS OTHER CLIENTS WHO WANT SEED.

2926 10/12/87 01/01/00 DVM FXQ 700300 2 TDY 0 10 \$0.00
 DVRO541 SENDING INRU VIA APO (CLOSE CASE)

Este Trabajero-- Costo Laboral : \$3.60

2652 01/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 PLS CONTACT JAMES M. CRALL, CENTER OF RESEARCH & EDUCATION
 FLORIDA CENTRAL UNIVERSITY TO GET 21 LBS. SEED AND INFO.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 3 15
 Costo Laboral Total: \$87.65
 Otros Costos Total: \$0.00

Costo Total: \$87.65

1486 QUINDA--INTERESTED BUYER

2653 12/11/87 01/01/00 FXQ DVM 790 700 2 0 0 \$0.00
 INTERESTED IN SELLING WHAT EVER QUANTITY AT \$1,250/TON FOR
 GUAYAQUIL OR MANTA.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1487 FRENCH BEAN--SEED, GUNTER

2654 12/11/87 01/01/00 CLI DVM 710 720 2 0 0 \$0.00
 INTERESTED IN BUYING SEED FOR 3 - 5 ACRES. PLS GET
 CATALOGUE & PRICES.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

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1488 BABY CORN--SEED GUNTER

2655 12/11/87 01/01/00 CLI DVM 710 250 2 0 0 \$0.00
 WANT SEED FOR 3 - 5 ACRES. SEND CATALOGUE & PRICE INFO.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1489 INVENTORY--MIAMI OFFICE

2656 16/12/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 PLS SEND INVENTORY OF EQUIPMENT IN MIAMI OFFICE.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1490 ICE CREAM STICKS STUDY

2753 21/08/87 01/01/00 DVM FXQ 2 EAV 0 30 \$0.00
 PLEASE ADVISE SR. FIALLOS OF REPRICOM THAT STUDY WILL COST
 \$ \$500.00

2929 11/12/87 01/01/00 DVM FXQ 740000 2 EAV 15 30 \$0.00
 DVR0542 INITIAL REPORT ON ICE CREAM STICK STUDY.

2996 19/03/88 01/01/00 DVM FXQ 770.000 2 EAV 0 20
 PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
 INVOLVEMENT NEEDED.

Este Trabajero-- Costo Laboral : \$471.15

3051 03/12/88 01/01/00 FXQ DVM 2 FC 0 0
 PINUS RADIATA , ES LA MADERA QUE SE USA PARA LA FABRICACION
 DE LOS PALITOS.

Este Trabajero-- Costo Laboral : \$0.00

2904 17/11/87 01/01/00 DVM FXQ 740000 2 TDY 0 10 \$0.00
 DVR0522 INCOBEL STUDY WILL BE READY BY SECOND WEEK OF
 DECEMBER

2671 01/12/87 01/01/00 DVW DVM 2 TDY 0 10 \$0.00
 ADDITIONAL QUESTIONS FROM BRICH FOR FEDEXPOR.

2923 02/12/87 01/01/00 DVM FXQ 740000 2 TDY 0 10 \$0.00
 DVR0538 QUESTIONS NEEDING ANSWERS TO PROCEED WITH STUDY.

2932 17/12/87 01/01/00 DVM FXQ 740000 2 TDY 0 10 \$0.00
 DVR0545 ICE CREAM STUDY SENT VIA APO (CLOSE CASE)

Este Trabajero-- Costo Laboral : \$7.20

2658 17/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 SR. LEMA OF INCOBEL ACCEPTS COST OF \$500.00 FOR STUDY. PLS
 ADVISE WHEN COMPLETED.

2676 03/12/87 01/01/00 FXQ DVW 2 0 0 \$0.00
 ANSWER TO TELEX REQUESTING MORE INFO. INCOBEL WANTS STUDY
 FIRST OF MONTH.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 17 0
 Costo Laboral Total: \$478.35
 Otros Costos Total: \$0.00

Costo Total: \$478.35

1491 CHEESE MARKET STUDY

2916 24/11/87 01/01/00 DVM FXQ 770000 2 EAV 0 20 \$0.00
 DVR0530 PLS PROVIDE MORE SPECIFIC INFO, E.G. SIZES,
 MOISTURE, FATS, ETC. ALSO BRAND NAMES, QUANTITIES, CIF
 PRICES.

2928 10/12/87 01/01/00 DVM FXQ 770000 2 EAV 0 10 \$0.00
 DVR0541 CHEESE REPORT COMPLETED AND SENT VIA AFD (CLOSE
 CASE)

Este Trabajero-- Costo Laboral : \$14.40

2662 24/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 ECUADOR CHEESES GOUDA W/ COMINO, GOUDA W/O COMINO PORT
 SALUD. INTERESTED IN POSSIBLE US MARKET.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

Costo Total: \$14.40

1492 CANADA--MIAMI TRANSHIPMENT RESTRICTNS.

2922 27/11/87 01/01/00 DVM FXQ 2 EAV 0 30 \$0.00
 DVR0536 SPOKE W/ RANK INT'L. RESTRICTED PRODUCTS MAY NOT
 BE INTRODUCED INTO US EVEN IN BOND.

Este Trabajero-- Costo Laboral : \$14.40

2663 28/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 PLS AVS IF THERE ARE RESTRICTIONS AT MIAMI AIRPORT FOR
 PRODUCTS DESTINE FOR CANADA.

2664 27/12/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 PRODUCTS ARE PAPAYA, MARACUYA, PEPINO DULCE, BABACO, TOMATE
 DE ARBOL, MANGO.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

Costo Total: \$14.40

1493 PASSION FRUIT--CONSENTRATE - - PRICES

2921 27/11/87 01/01/00 DVM FXQ 700500 2 EAV 0 45 \$0.00
 DVR0535 MARKET SOFT \$6,900/METRIC TON CIF MIAMI 4
 MONTHS AGO NOW \$6,000/MT

2958 28/01/88 01/01/00 DVM FXQ 700500 2 EAV 0 20 \$0.00
 DVR0569 MATERIAL WILL BE SENT VIA FAX & AFD THIS PM

2995 19/03/88 01/01/00 DVM FXQ 700.500 2 EAV 0 20
 PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
 INVOLVEMENT NEEDED

Este Trabajero-- Costo Laboral : \$40.80

3053 12/01/88 01/01/00 FXQ DVM 700.500 2 FC 0 0
 PRECIO REF. DEL JUGO DE MARACUYA (PASSION FRUIT) 14/16
 BRIX EN N. YORK

3069 28/01/88 01/01/00 FXQ DVM 700.500 2 FC 0 0 \$0.00
 NECESITAN PRECIOS DE PASSION FRUIT, MARACUYA, SINGLE
 STRENGTH 14-16 BRIX CIF NY, ROTTERDAM, Y HAMBURGO.

Este Trabajero-- Costo Laboral : \$0.00

2959 19/01/88 01/01/00 DVM FXQ 700500 2 JOP 0 30 \$0.00
 DVR0570 SENT VIA APO REPORT ON PASSION FRUIT CONCENTRATE

Este Trabajero-- Costo Laboral : \$3.90

2934 21/12/87 01/01/00 DVM FXQ 700500 2 TDY 0 20 \$0.00
 DVR0547 PASSION FRUIT CONCENTRATE STUDY - - SHOULD HAVE
 FIGURES LATER THIS WEEK.

2943 12/01/88 01/01/00 DVM FXQ 700500 2 TDY 0 10 \$0.00
 DVR0557 PRICES REPORT FROM NESTLE & NABISCO

2948 13/01/88 01/01/00 DVM FXQ 700500 2 TDY 0 20 \$0.00
 DVR0561 CORRECTION TLX 557

Este Trabajero-- Costo Laboral : \$9.00

2666 27/11/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 FEDEXPOR MEMBER NEEDS ACTUAL INT'L PRICE OF CONCENTRATED
 PASSION FRUIT JUICE 48 - 50 BRIX, VALVE F.O.B.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 15 16
 Costo Laboral Total: \$53.70
 Otros Costos Total: \$0.00

Costo Total: \$53.70

1494 TROPICAL FRUIT PRICES--CANADA

2668 30/11/87 01/01/00 FXQ DVM 7090 000 2 0 0 \$0.00
 PROVIDED PRICE LKG OF TROPICAL FRUIT FOR SALE IN VANCOUVER.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1495 BERRIES--GARROUTTE 1988

2672 01/12/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00

2672 01/12/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00

THERE IS INTEREST IN HAVING GARROUTTE VISIT IN JANUARY 1988

2672 02/12/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00

THERE IS INTEREST IN HAVING GARROUTTE VISIT IN JANUARY 1988

2672 02/12/87 01/01/00 FXQ DVM 700 150 2 0 0 \$0.00

THERE IS INTEREST IN HAVING GARROUTTE VISIT IN JANUARY 1988.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00

Costo Total: \$0.00

1496 TRADE UPDATE # 1

2917 24/11/87 01/01/00 DVM FXD 2 TDY 24 0 \$0.00
DVR0531 FIRST TRADE UPDATE SENT. WILL BE BIWEEKLY
PUBLICATION. PLS ADV UPON RECPT.

Este Trabajero-- Costo Laboral : \$265.44

2673 03/12/87 01/01/00 FXD DVM 2 0 0 \$0.00
HAVE RECEIVED TRADE UPDATE #1 AND DISTRIBUTED WITH "EL
EXPORTADOR" TO OUR MEMBERS.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 24 0
Costo Laboral Total: \$265.44
Otros Costos Total: \$0.00

Costo Total: \$265.44

1497 DANZAS AG--ADDRESS

3049 03/12/88 01/01/00 FXD DVM 2 FC 0 0
DANZAS AG ES LA BROKER DE NUEVA YORK SUBSIDIARIA DE ZURICH

Este Trabajero-- Costo Laboral : \$0.00

2670 01/12/87 01/01/00 FXD DVM 2 0 0 \$0.00
ADDRESS OF DANZAS AG: BUCKHAUSERSTRASSE 32, POSTFACH CH
8021 ZURICH TEL. 01-495-8811 TLX 822332 ADZZ CH FAX:
4958297

2670 01/12/87 01/01/00 FXD DVM 2 0 0 \$0.00
ADDRESS AND DANZAS AG: BUCKHAUSERSTRASSE 32, POSTFACH CH
8021 ZURICH TEL # 01-495-8811 TLX 822332 ADZZ CH FAX:
4958297

2674 03/12/87 01/01/00 FXD DVM 2 0 0 \$0.00
DANZA AG IS NYC BROKER SUBSIDIARY IN ZURICH.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1499 YAMS--AFROCICO

2687 26/06/87 01/01/00 DVM FXD 750 500 2 EAV 0 20 \$0.00
TELEX # 374 > PAUL MUDBURN & STEIBEL IND. WANT SOURCE
300,000 LBS/WEEK OF WHITE SHRIMP.

3005 19/03/88 01/01/00 DVM FXD 710.775 2 EAV 0 20
P-LS. ADV. STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$19.20

2692 29/06/87 01/01/00 DVM CLI 3 JOP 0 10 \$0.00
TELEX # DVR 378 > LETTER TO PAUL HUBBARD STEIBEL TND.

Este Trabajero-- Costo Laboral : \$1.30

2684 19/06/87 01/01/00 DVM FXG 710 775 2 TDY 0 15 \$0.00

240

Este Trabajero-- Costo Laboral : \$2.70

Este Caso-- Tiempo Total: 1 5
Costo Laboral Total: \$23.20
Otros Costos Total: \$0.00

Costo Total: \$23.20

1500 SCALLOPS--FRESH/FROZEN, STEIBEL

2688 26/06/87 01/01/00 DVM FXQ 750 000 2 EAV 0 10 \$0.00
TELEX # 374 > STEIBEL LOOKING FOR FRESH/FROZEN SCALLOPS.
3013 19/03/88 01/01/00 DVM FXQ 750.100 2 EAV 0 20
PLS ADV. MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1501 ANGORA--FOLLOW-UP STUDY

2994 19/03/88 01/01/00 DVM FXQ 790.300 2 EAV 0 20
PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
INVOLVEMENT NEEDED

Este Trabajero-- Costo Laboral : \$9.60

2689 29/06/87 01/01/00 DVM FXQ 790 100 2 TDY 0 10 \$0.00
TELEX # 375 > REF: DVR 353 PLS ADV STATUS/INTEREST IN
STUDY.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$11.40
Otros Costos Total: \$0.00

Costo Total: \$11.40

1502 DICTIONARY OF AGRICULTURE

2691 29/06/87 01/01/00 DVM FXQ 2 EAV 0 20 \$0.00
TELEX # DVR 377 > BOOK IS AVAILABLE FROM PUBLISHER FOR \$
220.00.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1503 PIGEON PEAS--J. MILL MKT. STUDY

2696 01/07/87 03/07/87 DVM FXQ 711 000 2 EAV 1 0 \$0.00
NAMES, IMPORT VOLUMES MARKETS 10 HRS. AT \$40/LB MAX.
2754 21/08/87 01/01/00 DVM FXQ 711000 2 EAV 0 30 \$0.00
LIST OF POTENTIAL CUSTOMERS

Este Caso-- Tiempo Total: 1 30
 Costo Laboral Total: \$43.25
 Otros Costos Total: \$0.00

 Costo Total: \$43.25

1504 PASSION FRUIT--OFFER 7/87

2701 08/07/87 01/01/00 DVM FXQ 700 500 2 EAV 20 \$0.00
 TELEX #387 > HERBERT TISSOFFERED TO BUY PASSION FRUIT
 TELEX # 387 > HERBERT TISS OFFERED TO BUY PASSION FRUIT ON
 A LONG TERM CONTRACT
 2701 08/07/87 01/01/00 DVM FXQ 700 500 2 EAV 0 20 \$0.00
 TELEX # 387 > HERBERT TISS OFFERED TO BUY PASSION FRUIT IN
 LONG TERM CONTRACT;
 2706 15/07/87 01/01/00 DVM FXG 700 500 2 EAV 0 45 \$0.00
 TELEX # 394
 2706 15/07/87 01/01/00 DVM FXG 700 500 2 EAV 0 45 \$0.00
 TELEX # 394> SINGLE STRENGTH 15 BRIX SHOULD BE IN 55 GALLON
 DRUMS W/ POLY LININGS. SHIP REFRIGERATED OCEAN FRIGHT.

Este Trabajero-- Costo Laboral : \$52.80

3072 28/01/88 01/01/00 FXQ DVM 2 FC 0 0
 HAVE A MEMBER PRODUCING FROZEN MARACUYA INTERESTED IN
 CONTAC WITH INTERNATIONAL AGRO AND FOOD PRODUCTS INC.
 BRANDENTON FLA. PLS. CONTACT AND ADVISE. MAY OFFER ALSO
 GUAVA, PINEAPPLE, TAMARILLO, NARANJILLA/LULO,
 TAAAAAAXD/CURUBA, PAPAYA TKS.

Este Trabajero-- Costo Laboral : \$0.00

2800 09/09/87 01/01/00 DVM FXQ 700500 2 TDY 0 10 \$0.00
 STILL INTERESTED IN PURSUING SKOURCE OF CONCENTRATE. PLEASE
 ADVISE INTEREST.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 12 31
 Costo Laboral Total: \$54.60
 Otros Costos Total: \$0.00

 Costo Total: \$54.60

1505 ACHIOTE Samples

2757 25/08/87 01/01/00 DVM FXQ 720025 2 EAV 0 45 \$0.00
 SAMPLES SENT TO INDEPENDENT LAB. RESULTS DUE BACK NEXT
 WEEK.

Este Trabajero-- Costo Laboral : \$21.60

2579 05/08/87 01/01/00 FXQ DVM 2 0 0 \$0.00
 Sent Samples of Achiote to Devres Miami Office.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 45
 Costo Laboral Total: \$21.60
 Otros Costos Total: \$0.00

 Costo Total: \$21.60

3044 17/03/88 01/01/00 FXQ DVM 2 FC 0 0
 3045 17/03/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

3067 01/06/88 01/01/00 FXQ DVM 2 NN 0 0

Este Trabajero-- Costo Laboral : \$0.00

2702 08/07/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00

TELEX # 389 > STUDY NOT AVAILABLE UNTIL AUGUST.

2887 03/11/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00

DVR511 ORDERED PUBLICATIONS FOR YOUR REQUEST

2987 17/03/88 01/01/00 DVM FXQ 620.000 2 TDY 0 20

REF. YOUR TELEX FDX88084 - WHLS MRK PRICES

Este Trabajero-- Costo Laboral : \$10.80

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$10.80
 Otros Costos Total: \$0.00

Costo Total: \$10.80

1507 SNOW PEAS--SPOTTING PROBLEM

2719 13/07/87 01/01/00 DVM FXQ 711 200 2 TDY 0 10 \$0.00

TELEX # 393 > ADVISE FROM UNIVERSITY OF CALIFORNIA AG
 EXTENSION SERVICE.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1508 BERRIES--TA 7/87

2708 16/07/87 01/01/00 DVM FXQ 700 150 2 EAV 2 10 \$0.00

TELEX # 396

2708 16/07/87 01/01/00 DVM FXQ 700 150 2 EAV 2 10 \$0.00

TELEX # 396 > RECOMMEND T. NOURSE TA IN AUGUST TO FOLLOW -
 UP BY GARROUTTE IN SEPTEMBER.

2756 24/08/87 01/01/00 DVM FXQ 2 EAV 0 20 \$0.00

TIM NOURSE ALSO AVAILABLE FOR TA.

Este Trabajero-- Costo Laboral : \$134.60

2874 19/10/87 01/01/00 DVM FXQ 2 JOP 0 30 \$0.00

BUDGET FOR MR. GARROUTTE. HE ARRIVES IN MIAMI THIS
 AFTERNOON.

2873 19/10/87 01/01/00 DVM DVM 2 JOP 0 15 \$0.00

SPOKE WITH F. CORREA. HE ASKED HOW MUCH OF GARROUTTE'S
 EXPENSES WE ARE COVERING.

Este Trabajero-- Costo Laboral : \$5.85

2853 10/07/87 01/01/00 DVM FXQ 2 TDY 1 30 \$0.00

DVR0493 TRAVEL ITINERARY FOR W. GARROUTTE.

2828 17/09/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00

743

9-146 DVR0473 GARROUTTE WILLING TO GO TO ECUADOR

2843 25/09/87 01/01/00 DVM FXQ 700150 2 TDY 0 10 \$0.00
 MR. HARRY SCHWARTZ AT UNIVERSITY OF MARYLAND WOULD
 COOPERATE IN BERRY TISSUE CULTURE TRAINING.

2852 07/10/87 01/01/00 DVM FXQ 700150 2 TDY 0 21 \$0.00
 HAVE SENT PACKAGE TO GARROUTE. WILL KEEP YOU INFORMED.

2871 16/10/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
 PROPOSED BUDGET FOR WILLIAM GARROUTTE TRIP TO ECUADOR.

2970 04/02/88 01/01/00 DVM FXQ 700150 2 TDY 1 10 \$0.00
 DVR0578 EXPLANATION OF PROPOSED BUDGET FOR GARROUTTE

Este Trabajero-- Costo Laboral : \$40.30

Este Caso-- Tiempo Total: 10 11
 Costo Laboral Total: \$180.75
 Otros Costos Total: \$0.00

Costo Total: \$180.75

1509 PIGEON PEAS--SAMPLES TO LA PREFERIDA,OTR

2709 16/07/87 01/01/00 DVM FXQ 711 000 2 EAV 3 40 \$0.00
 TELEX # 397 > SENDING SAMPLES. NEED MORE CASES OF SAMPLES.
 DEMAND IS FOR YEAR END. SENDING INFO VIA APO.

2732 05/08/87 01/01/00 DVM FXQ 711 000 2 EAV 0 45 \$0.00
 TELEX # 415 > MORE REQUEST FOR PIGEON PEA SAMPLES. PLS ADV
 WHEN AVAILABLE IN MIAMI.

2849 30/09/87 01/01/00 DVM FXQ 711000 2 EAV 0 15 \$0.00
 DVR0489 PLEASE REFER TO TELEX DVR0485.

2862 13/10/87 01/01/00 DVM FXQ 711000 2 EAV 0 10 \$0.00
 DVM0499 GIOVANNI ADVISES THAT WILL CONTACT CLIENT IN PUERTO
 RICO TOMORROW.

2862 13/10/87 01/01/00 DVM FXQ 711000 2 EAV 0 10 \$0.00
 DVR0499

3004 19/03/88 01/01/00 DVM FXQ 711.000 2 EAV 0 20
 PLS. ADV. STATUS MARKETING LEADS PROVIDED.

2824 17/09/88 01/01/00 DVM FXQ 711000 2 EAV 0 40 \$0.00
 DVR0468 SAMPLES OF PIGEON PEAS WERE FULL OF INSECTS. SEND 5
 LB SAMPLE OF TREATED SEED.

Este Trabajero-- Costo Laboral : \$172.95

2825 17/09/87 01/01/00 DVM FXQ 711000 2 JOP 0 10 \$0.00
 DVR0469 DVR0468 SHOULD READ PIGEON PEAS NOT QUINUA.

Este Trabajero-- Costo Laboral : \$1.30

2846 28/09/87 01/01/00 DVM FXQ 711000 2 TDY 0 10 \$0.00
 DVR0485 HAVE RECEIVED TWO CONTAINERS OF SEEDS.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 6 20
 Costo Laboral Total: \$176.05
 Otros Costos Total: \$0.00

Costo Total: \$176.05

1510 NATIONAL FOOD BROKER CONVENTION 1987

2710 16/07/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 TELEX # 398 > SENDING CONVENTION MATERIAL FOR DECEMBER
 CONFERENCE.

Este Trabajero-- Costo Laboral : \$1.80

Costo Laboral Total:	\$1.80
Otros Costos Total:	\$0.00
Costo Total:	\$1.80

1511 BEAN SPROUTS - INFU.

2711 16/07/87 01/01/00 DVM FXU 710 260 2 TDY 0 10 \$0.00
SENDING INFORMATION VIA APO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total:	0 10
Costo Laboral Total:	\$1.80
Otros Costos Total:	\$0.00
Costo Total:	\$1.80

1512 BERRIES--FUMIGATION RATES

2713 16/07/87 01/01/00 DVM FXU 700 150 2 EAV 1 0 \$0.00
TELEX # 398 > SENDING VIA APO FUMIGATION RATES NYC.

Este Trabajero-- Costo Laboral : \$28.85

Este Caso-- Tiempo Total:	1 0
Costo Laboral Total:	\$28.85
Otros Costos Total:	\$0.00
Costo Total:	\$28.85

1513 PIGEON PEAS--US IMPORT STATUS.

2714 17/07/87 01/01/00 DVM FXU 711 000 2 JDP 0 15 \$0.00
TELEX # 399 > SENDING VIA APO 1986 US. PIGEON PEA IMPORTS
STATISTICS LETTER.

2714 17/07/87 01/01/00 DVM FXU 711 000 2 JDP 0 15 \$0.00
TELEX # 399 > SENDING VIA APO 1986 US. PIGEON PEA IMPORTS
STATISTICS LETTER.

Este Trabajero-- Costo Laboral : \$3.90

Este Caso-- Tiempo Total:	0 30
Costo Laboral Total:	\$3.90
Otros Costos Total:	\$0.00
Costo Total:	\$3.90

1514 COOLING EQUIPMENT

2716 17/07/87 01/01/00 DVM FXU 790 000 2 EAV 0 45 \$0.00
TELEX # DVRO 400 > AWAITING PLANS & EST. FOR SMALL PORTABLE
FACED AIR COOLING UNIT. WILSON WILL BRING MODEL.

2725 24/07/87 01/01/00 DVM FXU 2 EAV 1 30 \$0.00
TELEX 3 407 > LETTERS TO POTENTIAL SUPPLIERS.

2790 02/09/87 01/01/00 DVM FXU 760000 2 EAV 0 20 \$0.00
SENDING LETTER FROM HAL CRUMLY REF HYDRO COOLING UNIT.

Este Trabajero-- Costo Laboral : \$74.45

Este Caso-- Tiempo Total:	2 35
Costo Laboral Total:	\$74.45
Otros Costos Total:	\$0.00

Costo Total: \$74.45

1515 GRAPEFRUIT SECTIONS--POTENTIAL BUYER

2718 17/07/87 01/01/00 DVM FXG 700 250 2 EAV 0 45 \$0.00
 ADV AGRICOLA BUENA VISTA OF POTENTIAL CLIENT. SEND:
 SAMPLES, PRICE, QUANTITIES, SEASON.

2731 03/08/87 01/01/00 DVM FXQ 700 250 2 EAV 0 10 \$0.00
 PLS AVS STATUS AGRICOLA BUENAVISTA & GRAPEFRUIT . WE HAVE
 TWO CLIENTS.

2737 10/08/87 01/01/00 DVM FXG 700 250 2 EAV 0 40 \$0.00
 TELEX# 418 > SEND SAMPLES TO SOUTHERN CITRUS, MC ALLEN TX.

3003 19/03/88 01/01/00 DVM FXQ 700.250 2 EAV 0 20
 PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$55.20

2842 24/09/87 01/01/00 DVM FXG 700250 2 TDY 0 10 \$0.00
 DVRO482 PLEASE ADVISE FURTHER DEVELOPMENTS WITH AGRICOLA
 BUENAVISTA REF GRAPEFRUIT SECTIONS. WE HAVE NO RESPONSE
 FROM THEM TO DATE.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 2 5
 Costo Laboral Total: \$57.00
 Otros Costos Total: \$0.00

Costo Total: \$57.00

1516 MARKET NEWS PUBLICATIONS LIST

2724 24/07/87 01/01/00 DVM FXQ 2 TDY 0 15 \$0.00
 TELEX # 407 > SENDING MKT. NEWS PUBLICATIONS LIST VIA APD.

2960 29/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 PUBLICATIONS LIST SENT TO YOU VIA APD (CLOSE CASE)

Este Trabajero-- Costo Laboral : \$4.50

Este Caso-- Tiempo Total: 0 25
 Costo Laboral Total: \$4.50
 Otros Costos Total: \$0.00

Costo Total: \$4.50

1517 ASPARAGUS--MR. WAUND

2726 24/07/87 01/01/00 DVM FXQ 710 200 2 TDY 0 10 \$0.00
 SENDING COPY OF LETTER TO MR. WAUND VIA APD.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1518 FRESH FRONTIERS - CREATING SUCCES.

2733 10/08/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 TELEX # 416 > SENDING INFO VIA APD.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1519 HONEYDEW--APHIS 8/87.

2740 14/08/87 01/01/00 DVM FXQ 700 300 2 EAV 0 45 \$0.00
TELEX # 421 > MELON INSPECTION FOR THIS YEAR.

Este Trabajero-- Costo Laboral : \$21.60

Este Caso-- Tiempo Total: 0 45
Costo Laboral Total: \$21.60
Otros Costos Total: \$0.00

Costo Total: \$21.60

1521 SARDINES

2744 18/08/87 01/01/00 DVM FXQ 750 000 2 EAV 0 30 \$0.00
TELEX # 424 > PLS AVS JULIO HIDLGO E INDUSTRIA PESQUERA OF
REQUEST FROM RELI CORP. IN MIAMI. CANNED IN TOMATO SAUCE.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1522 CLASAGRO--MEREX CORP.

2749 19/08/87 01/01/00 DVM CLI 2 EAV 1 0 \$0.00
SENT VIA APO COPY OF LETTER TO DAVID BLIMBERG, MEREX REF
CLASAGRO.

Este Trabajero-- Costo Laboral : \$28.85

Este Caso-- Tiempo Total: 1 0
Costo Laboral Total: \$28.85
Otros Costos Total: \$0.00

Costo Total: \$28.85

1523 BANANA FLOUR

2752 20/08/87 01/01/00 DVM FXG 700140 2 EAV 0 20 \$0.00
CONTACT QUITO OFFICE FOR LIST OF HEALTH FOOD COMPANIES TO
MARKET BANANA FLOUR.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1524 ADM>PHONE # PESQUERA JAMBELI

2762 26/08/87 01/01/00 DVM FXQ 2 JOP 0 10 \$0.00
SEND PHONE NUMBER ASAP. REGARDS, GIOVANNI.

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$1.30
Otros Costos Total: \$0.00

Costo Total: \$1.30

1525 TOMATO PASTE--ARTICLE 9/87

2765 27/08/87 01/01/00 DVM FXQ 711550 2 JOP 0 20 \$0.60
SENDING VIA APO: TOMATO PASTE IN CAL.

Este Trabajero-- Costo Laboral : \$2.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$2.60

Otros Costos Total: \$0.60

Costo Total: \$3.20

1526 CHERRY TOMATOES--MKT ARTICLE 9/87

2845 28/09/87 01/01/00 DVM FXQ 711550 2 EAV 0 10 \$0.00
DVR0486 PLEASE ADVISE IF CONTACTS WERE DEVELOPED.

Este Trabajero-- Costo Laboral : \$4.80

2766 27/08/87 01/01/00 DVM FXQ 711500 2 JOP 0 10 \$1.20
SENDING VIA APO: ARTICLE ON MKT CHERRY TOMATOES.

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$6.10

Otros Costos Total: \$1.20

Costo Total: \$7.30

1527 ASPARAGUS--TA CHILE

2772 28/08/87 01/01/00 DVM FXQ 710200 2 EAV 0 40 \$0.00
ACTIVE EXPORT FROM CHILE. ECUADORIANS COULD VISIT MID SEPT.

2860 12/10/87 01/01/00 DVM FXQ 710200 2 EAV 0 15 \$0.00
DVR0497 PLEASE ADVISE IF YOU HAVE HAD ANY FURTHER
COMMUNICATION WITH SENOR HIDALGO.

Este Trabajero-- Costo Laboral : \$26.40

3050 03/12/88 01/01/00 FXQ DVM 710.200 2 FC 0 0 \$0.00
NO HABRA NINGUNA OTRA PERSONA EN ESTE MES QUE VIAJE AL
ENTRENAMIENTO DEL CULTIVO DEL ESPARRAGO EN CHILE. OJALA SE
PUEDA PROGRAMAR UN NUEVO ENTRENAMIENTO PARA FINES DE ENERO,
FEBRERO 88.

Este Trabajero-- Costo Laboral : \$0.00

2854 10/08/87 01/01/00 DVM FXQ 710200 2 TDY 0 10 \$0.00
DVR0495 PLS ADVISE COMPLETE NAMES OF INTERESTED PERSONS TO
GO TO CHILE.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 1 5

Costo Laboral Total: \$28.20

Otros Costos Total: \$0.00

Costo Total: \$28.20

1528 ACHIOTE--STEIBEL

2779 28/08/87 01/01/00 DVM FXQ 2 EAV 0 10 \$0.00
 STEIBEL INTERESTED IN COMMERCIAL PRODUCTION DEAL.
 2998 19/03/88 01/01/00 DVM FXQ 720.025 2 EAV 0 20
 PLS. ADV. STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

 Costo Total: \$14.40

1529 ASPARAGUS--DUTIES

2783 29/08/87 01/01/00 DVM FXQ 710200 2 EAV 0 30 \$0.00
 DUTIES HAVE BEEN IN EFFECT FOR SOME TIME. SHOULD NOT BE
 LIMITING FACTOR FOR EXPORTERS.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

 Costo Total: \$14.40

1530 ADM>ALBERTO ROSALES

2784 26/08/87 01/01/00 DVM FXQ 2 JOP 0 20 \$0.00

Este Trabajero-- Costo Laboral : \$2.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$2.60
 Otros Costos Total: \$0.00

 Costo Total: \$2.60

1531 FLORIDA SPECIALTY BILLBOARD

2788 02/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 PACKER FLORIDA SPECIALTY BILLBOARD.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

 Costo Total: \$1.80

1532 AQUACULTURE EXPO '87--SAN JUAN

2792 09/02/87 01/01/00 DVM FXQ 760000 2 TDY 0 10 \$0.00
 SENDING BROCHURE CARIBBEAN AQUACULTURE AND TRADE EXPO '87
 IN SAN JUAN, PUERTO RICO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1533 POPE'S VISIT

2803 10/09/87 01/01/00 DVM FXD 2 EAV 0 15 \$0.00
WILL CLOSE OFFICE NOON THURSDAY TO SATURDAY DUE TO POPE'S VISIT.

Este Trabajero-- Costo Laboral : \$7.20

Este Caso-- Tiempo Total: 0 15

Costo Laboral Total: \$7.20

Otros Costos Total: \$0.00

Costo Total: \$7.20

1534 STRAWBERRIES--NURSERY CATALOG

2806 14/09/87 01/01/00 DVM FXD 700700 2 TDY 0 5 \$0.00
SENDING VIA APO LEWIS STRAWBERRY NURSERY CATALOG.

Este Trabajero-- Costo Laboral : \$0.90

Este Caso-- Tiempo Total: 0 5

Costo Laboral Total: \$0.90

Otros Costos Total: \$0.00

Costo Total: \$0.90

1535 MELON--GRAND UNION

2814 16/09/87 01/01/00 DVM FXD 700300 2 LAV 0 10 \$0.00
DVRO467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1536 ASPARAGUS--GRAND UNION

2815 16/09/87 01/01/00 DVM FXD 710200 2 EAV 0 10 \$0.00
DVRO467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10

Costo Laboral Total: \$4.80

Otros Costos Total: \$0.00

Costo Total: \$4.80

1537 LIMES--GRAND UNION

2816 16/09/87 01/01/00 DVM FXD 700330 2 EAV 0 10 \$0.00
DVRO467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

250

2816 16/09/87 01/01/00 DVM FXQ 700330 2 EAV 0 10 \$0.00
 DVR0467
 3011 19/03/88 01/01/00 DVM FXQ 700.300 2 EAV 0 20
 PLS ADV MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$19.20
 Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$19.20
 Otros Costos Total: \$0.00

 Costo Total: \$19.20

1538 BABY VEG--GRAND UNION

2817 16/09/87 01/01/00 DVM FXQ 710250 2 EAV 0 10 \$0.00
 DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIN
 CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
 PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1539 MORA--GRAND UNION

2818 16/09/87 01/01/00 DVM FXQ 2 EAV 0 10 \$0.00
 DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
 CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
 PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80
 Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$4.80
 Otros Costos Total: \$0.00

 Costo Total: \$4.80

1540 STRAWBERRIES--GRAND UNION

2819 16/09/87 01/01/00 DVM FXQ 700700 2 EAV 0 10 \$0.00
 DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
 CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
 PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.
 3012 19/03/88 01/01/00 DVM FXQ 700.700 2 EAV 0 20
 PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$14.40
 Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

 Costo Total: \$14.40

1541 BERRIES--GRAND UNION

2820 16/09/87 01/01/00 DVM FXQ 700150 2 EAV 0 10 \$0.00
 DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
 CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
 PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1542 ARTICHOKE--GRAND UNION

2821 16/09/87 01/01/00 DVM FXQ 710100 2 EAV 0 10 \$0.00

DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

3010 19/03/88 01/01/00 DVM FXQ 710.100 2 EAV 0 20
PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1543 PINEAPPLE--GRAND UNION

2822 16/09/87 01/01/00 DVM FXQ 700600 2 EAV 0 10 \$0.00

DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

Este Trabajero-- Costo Laboral : \$4.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$4.80
Otros Costos Total: \$0.00

Costo Total: \$4.80

1544 OKRA--GRAND UNION

2823 16/09/87 01/01/00 DVM FXQ 710800 2 EAV 0 10 \$0.00

DVR0467 CONTACTED MANUEL APODACA OF GRAND UNION RETAIL
CHAIN SUPERMARKETS. WOULD LIKE TO SOURCE ECUADORIAN
PRODUCTS. PLEASE PROVIDE INFO TO EXPORTERS.

2823 16/09/87 01/01/00 DVM FXQ 710800 2 EAV 0 10 \$0.00
DVR0467

3009 19/03/88 01/01/00 DVM FXQ 710.800 2 EAV 0 20
PLS ADV MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$19.20

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

Costo Total: \$19.20

1545 REFRIGARATION SEMINARS

2827 17/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00

DVR0471 G. WILSON WILL BRING INFO ON AVAILABLE COURSES TO
ECUADOR FOR PHHC.

282

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1546 BROCCOLI--SEED SAMPLE 9/87

2830 17/09/87 01/01/00 DVM FXD 710300 2 TDY 0 10 \$0.00
HAVE REQUESTED SAMPLES OF "SHOGUN" BROCCOLI FROM SAKATA
SEED CO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1547 SUMMER SQUASH--SEED SAMPLES

2831 17/09/87 01/01/00 DVM FXD 711400 2 TDY 0 10 \$0.00
HAVE ORDERED SAMPLE OF 1788 HYBRID SUMMER SQUASH - NOT
AVAILABLE UNTIL NOV 1, 1987.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1548 SEED CATALOGS

2835 17/09/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
REQUESTED HARRIS MORAN SEED AND SAKATA SEED AMERICA
CATALOG.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1549 DAIRY--INT'L DAIRY SHOW ORLANDO 1988.

2839 23/09/87 01/01/00 DVM FXD 770000 2 TDY 0 10 \$0.00
SEND INFO VIA APO REF 1988 INT'L DAIRY SHOW IN ORLANDO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1550 SNOB--POTENTIAL BUYER

2847 09/09/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00

DVR0487 PHILLIP BOUDRET INTERESTED IN PRODUCT LINE. PLEASE ADVISE WITH PRICES, AVAILABILITY AND OTHER INFO.

2847 29/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0487

Este Trabajero-- Costo Laboral : \$3.60
Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

1551 CBI CONFERENCE

2848 30/09/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0488 SENDING TODAY VIA APO INFO REF MIAMI CONFERENCE ON THE CARIBBEAN.

Este Trabajero-- Costo Laboral : \$1.80
Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1552 PACKER MERCHANDISE GUIDE

2859 12/10/87 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
SENDING VIA APO THE PACKER, 1987 PRODUCE AVAILABILITY AND MERCHANDISING GUIDE. ONE COPY FOR QUITO, ONE FOR GUAYAQUIL.

Este Trabajero-- Costo Laboral : \$1.80
Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1553 SORGUM SEED

2864 14/10/87 01/01/00 DVM FXQ 790000 2 EAV 0 20 \$0.00
DVR0501 ROBERT RICHARDSON IS FORWARDING CATALOG FROM NORTHUP KING SEED PER YOUR REQUEST.

Este Trabajero-- Costo Laboral : \$9.60
Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1554 RADIOS

2865 13/10/87 01/01/00 DVM FXQ 760300 2 EAV 0 20 \$0.00
DVR0501 N & G ELECTRONICS DIST. HAS MANY MODELS OF HAND HELD AND MOBIL RADIOS.

Este Trabajero-- Costo Laboral : \$9.60
Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1555 ALMANAC OF CANNING

2867 15/10/87 01/01/00 DVM FXQ 2 TDY 0 45 \$0.00
DVRO503 SENDING VIA APO INCLUDES: FOOD LAW AND REGULATIONS,
FDA STANDARDS, CANNED FOOD PRICES, BUYERS GUIDE, LABELING
AND PACKAGING INFO.

Este Trabajero-- Costo Laboral : \$8.10

Este Caso-- Tiempo Total: 0 45
Costo Laboral Total: \$8.10
Otros Costos Total: \$0.00

Costo Total: \$8.10

1556 MUSHROOMS--WORLD CANNED STATS.

2868 15/10/87 01/01/00 DVM FXQ 710765 2 TDY 0 10 \$0.00
DVRO503 SENDING VIA APO WORLD CANNED MUSHROOM TRADE
STATISTICS.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1557 MANGO--HARVEST MISSION 2/88

2870 16/10/87 01/01/00 DVM DVM 2 JOP 0 10 \$0.00
SPOKE WITH F. CORREA. 3 PERSON MISSION TO GAINSVILLE TO
LOOK AT HARVEST OF MANGO, PAPAYA, MELON, AND CITRUS. WANTS
TO CONTACT UNIVERSITIES INVOLVED IN RESEARCH.

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.30
Otros Costos Total: \$0.00

Costo Total: \$1.30

1559 UFF&VA--AUDIO VISUAL MATERIALS

2872 16/10/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
DVRO505 PLEASE RETURN AUDIVISUAL CASSETTES AND SLIDES THAT
BELONG TO UNITED FRESH FRUIT AND VEGETABLE ASSOCIATION.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

1560 FLORAL AND NURSERY TIMES

2877 26/10/87 01/01/00 DVM FXQ 730000 2 TDY 0 15 \$0.00
APO PACKAGE SENT BACK ISSUES OF FLORAL AND NURSERY TIMES
AND FLORAL NEWS ON DEC 22 87

Este Trabajero-- Costo Laboral : \$2.70

Este Caso-- Tiempo Total: 0 15
Costo Laboral Total: \$2.70
Otros Costos Total: \$0.00

Costo Total: \$2.70

1561 DEVRES PRESIDENT

2888 29/10/87 01/01/00 DVM FXD 2 JDP 0 10 \$0.10
DVR510 PLEASE CORRECT DEVRES PRESIDENT TO: JAYNE MILLAR
WOOD.

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.30
Otros Costos Total: \$0.10

Costo Total: \$1.40

1562 HONEYDEW--EXPORT VOLUME 87-88

2888 03/11/87 01/01/00 DVM FXD 700300 2 EAV 0 30 \$0.00
DVR513 SOURCES INDICATE THAT THE EXPORT VOLUME OF MELONS
FROM C.A. WILL BE APROX 5,100 CONTAINERS. COULD DEPRESS
MARKET CONDITIONS. MUST WILL BE HONEYDEWS

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1563 SNOW PEAS--KRAFT FOODS

2890 05/11/87 01/01/00 DVM FXD 711200 2 EAV 0 20 \$0.00
DVR515 NEW CUSTOMER- TIM CLARK AT KRAFT/FLYING FOODS
INTERNATIONAL, L.I., N.Y. INTERESTED IN SNOW PEAS.
3006 19/03/88 01/01/00 DVM FXD 711.200 2 EAV 0 20
PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$19.20

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

Costo Total: \$19.20

1564 ASPARAGUS--KRAFT FOODS

2891 05/11/87 01/01/00 DVM FXD 710200 2 EAV 0 20 \$0.00
DVR515 NEW CUSTOMER- TIM CLARK AT KRAFT/FLYING FOODS INTL,
L.I., NY INTERESTED IN ASPARAGUS.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total:

\$9.60

1565 BERRIES--CUSTOMER KRAFT FOODS

2892 05/11/87 01/01/00 DVM FXQ 700150 2 EAV 0 20 \$0.00
 DVR515 NEW CUSTOMER- TIM CLARK AT KRAFT/FLYING FOODS
 INTL., L.I., N.Y. INTERESTED IN BERRIES.
 3008 19/03/88 01/01/00 DVM FXQ 700.150 2 EAV 0 20
 PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$19.20

Este Caso-- Tiempo Total: 0 40
 Costo Laboral Total: \$19.20
 Otros Costos Total: \$0.00

Costo Total: \$19.20

1566 MINI-SQUASH--CUSTOMER KRAFT FOODS

2893 05/11/87 01/01/00 DVM FXQ 2 EAV 0 20 \$0.00
 DVR515 NEW CUSTOMER- TIM CLARK AT KRAFT/FLYING FOODS INTL,
 L.I., N.Y. INTERESTED IN MINI-SQUASH

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1567 FRENCH BEANS--CUSTOMER KRAFT FOODS

2894 05/11/87 01/01/00 DVM FXQ 710260 2 EAV 0 10 \$0.00
 NEW CUSTOMER - TIM CLARK AT KRAFT/FLYING FOODS INTL.
 INTERESTED IN FRENCH BEANS.
 3002 19/03/88 01/01/00 DVM FXQ 710.200 2 EAV 0 20
 PLS. ADV. STATUS MARKETING LEADS PROVIDED
 3002 19/03/88 01/01/00 DVM FXQ 710.720 2 EAV 0 20
 PLS. ADV.

Este Trabajero-- Costo Laboral : \$24.00

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$24.00
 Otros Costos Total: \$0.00

Costo Total: \$24.00

1568 BERRIES--PRODUCTION ARTICLE

2895 05/11/87 01/01/00 DVM FXQ 2 JOP 0 20 \$0.00
 DVR516 SENDING YOU TODAY VIA APD PRODUCE BUSINESS OCT 87,
 FARM FUTURES OCT 87, FLOWER NEWS OCT 10,17, & 24, ARTICLE
 ON RASPBERRY PRODUCTION.

Este Trabajero-- Costo Laboral : \$2.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$2.60
 Otros Costos Total: \$0.00

Costo Total: \$2.60

289

2899 10/11/87 01/01/00 DVM FXD 790700 2 EAV 0 30 \$0.00
 DVR518 I HAVE CONTACTED MR. CHARLES CARRICO OF NATURAL
 FOOD COMMODITIES, SPOKE AT LENGTH ABOUT QUINDA. INTERESTED
 IN OBTAINING SAMPLES, PRICES, AND OTHER INFO. ADVISE OF
 AVAILABILITY AND PRICES.
 2999 19/03/88 01/01/00 DVM FXD 790.700 2 EAV 0 20
 PLS. ADV. STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$24.00

Este Caso-- Tiempo Total: 0 50
 Costo Laboral Total: \$24.00
 Otros Costos Total: \$0.00

Costo Total: \$24.00

1570 CANADA--MARKETING OF ECUADORIAN PRODUCTS

2900 11/11/87 01/01/00 DVM FXD 2 EAV 0 30 \$0.00
 DVR0519 PLS FWD TO OFFICE LIST OF CURRENT AND PLANNED
 PRODUCTS. GOOD COMPANIES AND BROKERS IN THE VANCOUVER AREA

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

Costo Total: \$14.40

1571 CRYOPACK UPDATE INFO

2902 16/11/87 01/01/00 DVM FXD 2 JDP 0 10 \$0.00
 DVR520 SENDING VIA APD CRYOPACK

Este Trabajero-- Costo Laboral : \$1.30

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.30
 Otros Costos Total: \$0.00

Costo Total: \$1.30

1572 FLOWER--INVESTMENT MISSION 12/87

2924 08/12/87 01/01/00 DVM FXD 730000 2 EAV 0 45 \$0.00
 DVR0539 MR. GOHN VERY INTERESTED IN MAKING TRIP IN
 JANUARY.

3001 19/03/88 01/01/00 DVM FXD 730.000 2 EAV 0 20
 PLS. ADV. STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$31.20

2909 21/11/87 01/01/00 DVM FXD 730000 2 TDY 0 10 \$0.00
 DVR0526 WILL ADV NEXT WED POTENTIAL INVERSTORS FOR FLOWERS

2920 27/11/87 01/01/00 DVM FXD 730000 2 TDY 0 10 \$0.00
 MARTIN GOHN INTERESTED IN POTENTIAL INVESTMENTS IN EQUADOR
 FOR FLOWERS. WILL VISIT FIRST OF THE YEAR. PLS ADV
 PROGRAM.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 1 25
 Costo Laboral Total: \$34.80

252

Costo Total: \$34.80

1573 QUINDA--DREI PAULY

2911 23/11/87 01/01/00 DVM FXD 790700 2 EAV 1 10 \$0.00
 DVR0527 SENDING COPY OF REPLY TO DREI PAULY VIA APO

2910 23/11/87 01/01/00 DVM FXD 790700 2 EAV 0 10 \$0.00
 DVR0527 SENDING LETTER VIA APO

Este Trabajero-- Costo Laboral : \$38.45

Este Caso-- Tiempo Total: 1 20
 Costo Laboral Total: \$38.45
 Otros Costos Total: \$0.00

Costo Total: \$38.45

1574 CONTROLLED ATMOSPHERE PACKAGING

2912 23/11/87 01/01/00 DVM FXD 760000 2 TDY 0 10 \$0.00
 SENDING INFO VIA APO REF CONTROLLED ATMOSPHERE PACKAGING

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1575 STRICK REEFERS REFRIGERATED TRANSPORT

2913 23/11/87 01/01/00 DVM FXD 760000 2 TDY 0 10 \$0.00
 DVRO527 SEND INFO REF STRICK REEFERS VIA APO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1576 EL NINO

2918 24/11/87 01/01/00 DVM FXD 2 TDY 0 10 \$0.00
 DVRO532 HAVE CONSULTED EXPERTS. RUMOR THAT EL NINO WILL BE
 WORSE THAN 82-83 NOT GROUNDED IN FACT.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
 Costo Laboral Total: \$1.80
 Otros Costos Total: \$0.00

Costo Total: \$1.80

1577 PHHC--GUAYAQUIL, EVALUATION FORMS

2930 15/12/87 01/01/00 DVM FXD 2 TDY 0 20 \$0.00
 DVRO543 GEORGE WILSON HAS REQUESTED COPIES OF EVALUATION
 OF CONFERENCE.

2930 15/12/87 01/01/00 DVM FXD 2 TDY 0 20 \$0.00
 DVRO543 GEORGE WILSON HAS REQUESTED COPIES OF EVALUATION
 OF CONFERENCE

Este Trabajero-- Costo Laboral : \$7.20

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$7.20
Otros Costos Total: \$0.00

Costo Total: \$7.20

1578 UFF&VA--HOUSTON--RESERVATIONS

2957 28/01/88 01/01/00 DVM FXQ 2 EAV 0 30 \$0.00
DVR0568 PLS ADV # OF PEOPLE ATTENDING.

Este Trabajero-- Costo Laboral : \$14.40

3071 28/01/88 01/01/00 FXQ DVM 2 FC 0 0

FVR. HACER RESERVACIONES DE HOTEL E INSCRIPCIONES PARA ASISTIR A LA FERIA COMO OBSERVADORES PARA LAS SIGUIENTES PERSONAS: 1. FERNANDO CORREA, DIRECTOR EJECUTIVO FEDEXPOR-2.- GASTON BURGAENTZLE GERENTE, CLASAGRO -3.- JOSE FABARA, FABARA VERA ASOC.- 4 ADOLFO BRIKMAN , DERIVA S.A.

3075 01/02/88 01/01/00 FXQ DVM 2 FC 0 0

3074 01/02/88 01/01/00 FXQ DVM 2 FC 0 0

FVR. INDICAR SI INSCRIPCION PARTICIPANTES EDE ECUADOR EN FERIA HOUSTON YA ESTA REALIZADA.

3082 12/02/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

2944 12/01/87 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
DVR0558 SENDING PACKETS TODAY VIA APO

2936 21/12/87 01/01/00 DVM FXQ 2 TDY 0 30 \$0.00
DVR0548 UNITED DOES NOT TAKE VERBAL RESERVATIONS - WILL SEND REGISTRATION PACKAGE.

2963 01/02/88 01/01/00 DVM FXQ 2 TDY 0 45 \$0.00
DVR0573 CONFIRM HOTEL RESERVATIONS AT HOLIDAY INN

2964 02/02/88 01/01/00 DVM FXQ 2 TDY 0 30 \$0.00
DVR0574 NOW HAVE 5 ROOMS

2976 12/02/88 01/01/00 DVM FXQ 2 TDY 0 45 \$0.00
DVR0584 DETAILS REGARDING HOTEL RESERVATIONS

Este Trabajero-- Costo Laboral : \$30.60

Este Caso-- Tiempo Total: 3 20
Costo Laboral Total: \$45.00
Otros Costos Total: \$0.00

Costo Total: \$45.00

1579 MARKET REPORTS -- DEC

3052 05/01/88 01/01/00 FXQ DVM 2 FC 0 0
NECESITAMOS ASAP BOLETINES DE LOS DIAS: 9/16/23/30/ DIC 87.

3055 14/01/88 01/01/00 FXQ DVM 2 FC 0 0
NECESITAN BOLETINES 9/16/23/30/ DIC 87

3058 21/01/88 01/01/00 FXQ DVM 2 FC 0 0
SOLICITAN PRECIOS DE FLORES.

Este Trabajero-- Costo Laboral : \$0.00

2949 14/01/88 01/01/00 DVM FXQ 2 JLP 0 20 \$0.00
DVR0562 PLS SEE TLX # 352

260

Este Trabajero-- Costo Laboral : \$2.60

2938 07/01/88 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
DVR0552 DECEMBER ISSUES NOT SENT. HAVE REQUESTED
REPLACEMENT. WILL FORWARD UPON RECEIPT.
2962 01/02/88 01/01/00 DVM FXQ 2 TDY 0 30 \$0.00
DVR0572 SENDING MISSING DEC. REPORTS NOW VIA VAX

Este Trabajero-- Costo Laboral : \$9.00

Este Caso-- Tiempo Total: 1 10
Costo Laboral Total: \$11.60
Otros Costos Total: \$0.00

Costo Total: \$11.60

1580 ASPARAGUS--BUYER , OUSTER CO.

3000 19/03/88 01/01/00 DVM FXQ 710.200 2 EAV 0 20
PLS. ADV. STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$9.60

2942 08/01/88 01/01/00 DVM FXQ 710200 2 TDY 0 25 \$0.00
DVR0555 ROSEMARY OUSTER INTERESTED IN BUYING ASPARAGUS.
PLS ADV PRICE, AVAILABILITY, QUANTITIES FOR SHIPPING.

Este Trabajero-- Costo Laboral : \$4.50

Este Caso-- Tiempo Total: 0 45
Costo Laboral Total: \$14.10
Otros Costos Total: \$0.00

Costo Total: \$14.10

1581 AGRYL P17 FROST PROTECTION

2946 12/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0558 SENDING INFO & SAMPLE VIA APO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1582 PACKER FOCUS: FRESH TRENDS 88

2950 19/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0563 FRESH TRENDS 88 SENDING VIA APO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1583 FARM CHEMICALS HANDBOOK

2951 19/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
, DVR0563 SENDING VIA APO (CLOSE CASE)

261

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1584 BURPE GARDENS CATALOG

2952 19/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0563 SENDING VIA APO (CLOSE CASE)

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1585 QUINOA--BUYER - WW TRADING

2953 19/01/88 01/01/00 DVM FXQ 2 EAV 0 30 \$0.00
DVR0564 CALL FROM MR. ANDRES ZUNIGA. WANTS TO
AVAILABILITY & PRICE

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$14.40
Otros Costos Total: \$0.00

Costo Total: \$14.40

1586 STRAWBERRIES--PRICES 1/88

2955 25/01/88 01/01/00 DVM FXQ 700700 2 EAV 0 20 \$0.00
DVR0566 REPORT STRAWBERRY PRICES FOR MIAMI & NYC

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1587 ADM>JORGE PAREJA

3063 26/01/88 01/01/00 FXQ DVM 2 FC 0 0
URGENTE NECESITO SABER SI SR. PAREJA ESTA TRABAJANDO CON U
ALADO + ESPERO CONTESTACION

Este Trabajero-- Costo Laboral : \$0.00

2956 26/01/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0568 JORGE PAREJA IS NOT IN AT THIS TIME

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

1588 INDUSTRIALIZED PRODUCTS SEMINAR

2981 04/03/88 14/03/88 DVM FXQ 540300 2 EAV 0 20
 ARQ. FDD. NAJAS WOULD LIKE TO PARTICIPATE IN SEMINAR AND
 EXPORT PROCESSED TOMATE DE ARBOL.
 2997 19/03/88 01/01/00 DVM FXQ 540.300 2 EAV 0 20
 PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
 INVOLVEMENT NEEDED. FINAL DISPOSITION OF INDUSTRIAL PROD.
 SEMINAR.

Este Trabajero-- Costo Laboral : \$19.20

3067 26/01/88 01/01/00 FXQ DVM 2 FC 0 0 3,340.44
 INSISTIMUS EN ASUNTO CONFERENCISTAS PARA SEMINARIO "
 INDUSTRIALIZACION DE PRODUCTOS AGRICOLAS". PARA FINES DE
 FEBRERO.

3066 26/01/88 01/01/00 FXQ DVM 2 FC 0 0
 TLX NRO 410 - 18/12/87 SUL. COORD. VISITA DEL DR. GHON
 PARA FINES DE FEBRERO.

3081 10/02/88 01/01/00 FXQ DVM 2 FC 0 0
 HEMOS SELECCIONADO AL DR. GASTON HOHN Y MR. STEPHEN J. LACK

3084 22/02/88 01/01/00 FXQ DVM 2 FC 0 0

3086 01/03/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

2965 02/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVR0575 PROPOSED CANDIDATES DESCRIPTIONS: VELICE, JIMENEZ,
 KOH AND LACK

2986 15/03/88 01/01/00 DVM FXQ 540.300 2 TDY 0 25
 DR. KOHN WILL BE UNABLE TO PARTICIPATE IN SEMINAR IN
 APRIL.HAVE CONTACTED

Este Trabajero-- Costo Laboral : \$6.30

Este Caso-- Tiempo Total: 1 15
 Costo Laboral Total: \$25.50
 Otros Costos Total: \$7,080.88

Costo Total: \$7,106.38

1589 IRRADIATION 2/88

2966 03/02/88 01/01/00 DVM FXQ 2 EAV 1 10 \$0.00
 DVR0576 CURRENT SENTIMENT AGAINST IRRADIATION.

Este Trabajero-- Costo Laboral : \$33.65

62 25/01/88 01/01/00 FXQ DVM 2 FC 0 0
 EMPRESARIOS INTERESADOS EN INSTALAR UNA PLANTA DE
 TRATAMIENTO PARA IRRADIAR VEGETALES Y FRUTA FRESCA. SOLIC.
 INF. DEL FDA

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 10
 Costo Laboral Total: \$33.65
 Otros Costos Total: \$0.00

Costo Total: \$33.65

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1588 INDUSTRIALIZED PRODUCTS SEMINAR

2981 04/03/88 14/03/88 DVM FXQ 540300 2 EAV 0 20
 ARQ. FDD. NAJAS WOULD LIKE TO PARTICIPATE IN SEMINAR AND
 EXPORT PROCESSED TOMATE DE ARBOL.

2997 19/03/88 01/01/00 DVM FXQ 540.300 2 EAV 0 20
 PLS. ADV. STATUS OF FOLLOWING AND ADVISE ANY FURTHER DEVRES
 INVOLVEMENT NEEDED. FINAL DISPOSITION OF INDUSTRIAL PROD.
 SEMINAR.

Este Trabajero-- Costo Laboral : \$19.20

3067 26/01/88 01/01/00 FXQ DVM 2 FC 0 0 3,340.44
 INSISTIMOS EN ASUNTO CONFERENCISTAS PARA SEMINARIO "
 INDUSTRIALIZACION DE PRODUCTOS AGRICOLAS". PARA FINES DE
 FEBRERO.

3066 26/01/88 01/01/00 FXQ DVM 2 FC 0 0
 TLX NRO 410 - 18/12/87 SUL. COORD. VISITA DEL DR. GHON
 PARA FINES DE FEBRERO.

3081 10/02/88 01/01/00 FXQ DVM 2 FC 0 0
 HEMOS SELECCIONADO AL DR. GASTON HOHN Y MR. STEPHEN J. LACK

3084 22/02/88 01/01/00 FXQ DVM 2 FC 0 0

3086 01/03/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

2965 02/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
 DVRO575 PROPOSED CANDIDATES DESCRIPTIONS: VELICE, JIMENEZ,
 KOH AND LACK

2986 15/03/88 01/01/00 DVM FXQ 540.300 2 TDY 0 25
 DR. KOHN WILL BE UNABLE TO PARTICIPATE IN SEMINAR IN
 APRIL.HAVE CONTACTED

Este Trabajero-- Costo Laboral : \$6.30

Este Caso-- Tiempo Total: 1 15
 Costo Laboral Total: \$25.50
 Otros Costos Total: \$7,080.88

Costo Total: \$7,106.38

1589 IRRADIATION 2/88

2966 03/02/88 01/01/00 DVM FXQ 2 EAV 1 10 \$0.00
 DVRO576 CURRENT SENTIMENT AGAINST IRRADIATION.

Este Trabajero-- Costo Laboral : \$33.65

3062 25/01/88 01/01/00 FXQ DVM 2 FC 0 0
 EMPRESARIOS INTERESADOS EN INSTALAR UNA PLANTA DE
 TRATAMIENTO PARA IRRADIAR VEGETALES Y FRUTA FRESCA. SOLIC.
 INF. DEL FDA

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 10
 Costo Laboral Total: \$33.65
 Otros Costos Total: \$0.00

Costo Total: \$33.65

1590 DAISY FARMS--1987-88 PRICE LIST

264

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1591 FLORIDA INDUSTRY GUIDE

2968 03/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0577 SENDING SUBSCRIPTION INFO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1592 EXOTIC FRUIT--DYNAPER

3007 19/03/88 01/01/00 DVM FXQ 700.000 2 EAV 0 20
PLS ADV STATUS MARKETING LEADS PROVIDED

Este Trabajero-- Costo Laboral : \$9.60

3043 17/03/88 01/01/00 FXQ DVM 2 FC 0 0
CONTACTO CON PRODUCTORES DE FRUTAS TROPICALES: MANGO,
MELON. STAR FRUIT, CITRICOS.

Este Trabajero-- Costo Laboral : \$0.00

2971 08/02/88 01/01/00 DVM FXQ 700000 2 TDY 0 10 \$0.00
DVR0579 INTERESTED BUYER PLS CONTACT MS. GRAVEL

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 30
Costo Laboral Total: \$11.40
Otros Costos Total: \$0.00

Costo Total: \$11.40

1593 AIRSPACE--MIAMI 2/88

2972 08/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0580 CURRENT SHORTAGE OF AIRSPACE IN MIAMI MANY
CARRIERS NOT ACCEPTING CARGO.

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1594 AGRIBUSINESS SEMINAR--HOUSTON 2/88

2973 11/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1595

2974 11/02/88 01/01/00 DVM FXQ 2 TDY 0 10 \$0.00
DVR0581 SENDING INFO VIA APO

Este Trabajero-- Costo Laboral : \$1.80

Este Caso-- Tiempo Total: 0 10
Costo Laboral Total: \$1.80
Otros Costos Total: \$0.00

Costo Total: \$1.80

1596 INT'L OCEAN & AIR TRANSPORT WORKSHOP

2975 11/02/88 01/01/00 DVM FXQ 2 TDY 0 20 \$0.00
DVR0581 SENDING ANNOUNCEMENT VIA APO

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

1597

2975 11/02/88 01/01/00 DVM FXQ 2 EAV 1 45 \$0.00
DVR0581 SENDING REPORT VIA APO

Este Trabajero-- Costo Laboral : \$50.45

Este Caso-- Tiempo Total: 1 45
Costo Laboral Total: \$50.45
Otros Costos Total: \$0.00

Costo Total: \$50.45

1598 EXPORT OPERATIONS WORKSHOP 2/88

2977 15/02/88 01/01/00 DVM FXQ 2 EAV 0 25 \$0.00
DVR0585 TIM NOURSE WILL CHECK INVENTORY FOR AVAILABLE
PLANTS

3020 04/04/88 01/01/00 DVM FXQ 700.150 2 EAV 0 15
BERRY PLANT INVOICE: NOURSE FARMS INFORMS THAT WILL SEND
ANOTHER SET TODAY TO MIAMI. LAST SET WAS SENT DIRECTLY TO
QUITO.

3025 21/04/88 01/01/00 DVM FXQ 700.1500 2 EAV 0 20
NOURSE FARMS ADVICE COST FOR SHIPMENT OF 2,000 RSPB. AND
6,000BLACKBERRIES PLANTS US\$ 1,316,00

3041 20/06/88 01/01/00 DVM FXQ 700.150 2 EAV 0 30
NOURSE FARMS THEY DO NOT HAVE ANY MORE CHESTER OR OLLALIE
PLANTS LEFT. THEY CAN PROVIDE, HULL OR BLACK SATIN PLANTS.
HULL VARIETY IS VERY SIMILAR TO THE CHESTER.

3043 20/06/88 01/01/00 DVM FXQ 700.150 2 EAV 0 20

266

THEY CAN PROVIDE HULL OR BLACK SATIN POLANTS.

Este Trabajero-- Costo Laboral : \$52.80

3074 29/01/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
INTERESADOS EN NUEVA IMPORTACION DE PLANTAS DE MORA Y DE
FRAMBUESAS. PREGUNTAR NURSE FARM NUMERO DE PLANTAS PUEDEN
ENVIAR Y PRECIOS.
3077 03/02/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
INDICA EL ING. PUGA DEL BANCO CENTRAL DEL ECUADOR NO ACEPTA
ENVIO VIA FAX-P.FVR. ENVIAR VIA DHL O VALIJA AID. LOS
ORIGINALES QUE ENVIE LA NOURSE FARM
3048 24/03/88 01/01/00 FXQ DVM 700.150 2 FC 0 0
ORIGINALES DE LAS FACTURAS DE IMPORTACION.

Este Trabajero-- Costo Laboral : \$0.00

3076 02/02/88 01/01/00 FXQ DVM 700.150 2 JP 0 0
SOLICITAR A NOURSE FARM FACTURA COMERCIAL DEFINITIVA EN LA
CUAL SE HAGA CONSTAR EL NUMERO DE PERMISO DE IMPORTACION
39999748.
3050 25/03/88 01/01/00 FXQ DVM 700.150 2 JP 0 0
3057 13/04/88 01/01/00 FXQ DVM 700/150 2 JP 0 0
NECESITAN 6100 PLANTAS DE MORA CHESTER- 2000 PLANTAS DE
FRAMBUESAS HERITAGE.

Este Trabajero-- Costo Laboral : \$0.00

3073 09/06/88 01/01/00 FXQ DVM 700.150 2 MR 0 0
CONFIRMACION DE PEDIDO DE PLANTAS DE MORA Y FRAMBUESAS.
3072 09/06/88 01/01/00 FXQ DVM 700.150 2 MR 0 0
CONFIRMAR PEDIDO DE NOURSE FARMS.
3075 17/06/88 01/01/00 FXQ DVM 700.150 2 MR 0 0
SOLICITAN CONFIRMACION DE PEDIDO DE PLANTAS.
3076 21/06/88 01/01/00 FXQ DVM 700.150 2 MR 0 0
CONFIRMAN PEDIDO DE PLANTAS DE MORA Y FRAMBUESAS.
3082 20/07/88 01/01/00 FXQ DVM 700.150 2 MR 0 0
ING. MARCELO RUIZ INFORMA QUE HAN TENIDO PROBLEMAS PARA
OBTENER EL PERMISO DE IMPORTACION EN EL BANCO CENTRAL.
ESPERAN TENERLO LA PROXIMA SEMANA. CONFIRMAMOS EL PEDIDO A
LA NOURSE. POR FAVOR INDICAR ESTE PARTICULAR AL SR. TIM
NOURSE.

Este Trabajero-- Costo Laboral : \$0.00

3049 25/03/88 01/01/00 DVM FXQ 700.150 2 TDY 0 20
ENVIO DE FACTURA DE NOURSE FARMS, INC.
3023 07/04/88 01/01/00 DVM FXQ 700.150 2 TDY 0 20
NOURSE FARM - PROFORMA INVOICE - HAVE SENT ABOVE REFERENCED
DOCUEMNT VIA FAX AND APO POUCH TO YOUR QUITO OFFICES.
3024 14/04/88 01/01/00 DVM FXQ 700.150 2 TDY 0 20
NOURSE FARMS: THEY WILL PROVIDE PRICE QUOTE FOR CHESTER AND
HERITAGE VARIETIES. WILL NOT HAVE SUFFICIENT STOCK OF
PLANTS TO FILL ORDER OF 6,100 CHESTER UNTIL FALL. INFO AS
SOON AS AVAILBLE.
3045 20/06/88 01/01/00 DVM FXQ 700.150 2 TDY 1 15
PROFORMA INVOICEW FOR BERRY PLANTS PURCHASE.
3048 20/07/88 01/01/00 DVM FXQ 700.150 2 TDY 0 20
I CONTACTED TIM NOURSE OF NOURSE FARMS TO INFORM HIM OF
DELAY IN OBTAINING IMPURT PERMIT. PLS KEEP US INFORMED.

Este Trabajero-- Costo Laboral : \$28.16

Este Caso-- Tiempo Total: 4 25 261

Costo Laboral Total: \$80.96

Otros Costos Total: \$0.00

Costo Total: \$80.96

1599 STRAWBERRIES--CALIFORNIA VISIT 2/88

2978 16/02/88 01/01/00 DVM FXD 700700 2 EAV 0 30 \$0.00
DVR0587 STEVE YAMAMOTO ADV WILL PROVIDE TOUR OF CALIFORNIA FACILITY. AQUIRRE IS EXPECTED 25 FEB IN OXNARD

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30

Costo Laboral Total: \$14.40

Otros Costos Total: \$0.00

Costo Total: \$14.40

1600

2979 16/02/88 01/01/00 DVM FXD 700500 2 EAV 0 30 \$0.30
DVR0587 FISS INTERESTED IN CONSISTENT, COMPETATIVE SOURCE OF TROPICAL FRUIT CONCENTRATE.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30

Costo Laboral Total: \$14.40

Otros Costos Total: \$0.30

Costo Total: \$14.70

1601 SHRIMP FEED PELLETT MACHINE

2980 19/02/88 01/01/00 DVM FXD 750 500 2 EAV 2 30
RESPONSE TO REQUEST FOR PURCHASE OF EQUIPMENT TO PRODUCE FEED PELLETS FOR CULTIVATED SHRIMP

Este Trabajero-- Costo Laboral : \$72.10

3073 29/01/88 01/01/00 FXD DVM 2 FC 0 0
AFILIADO REQUIERE COMPRA MAQUINA QUE PRODUCE PELETS, PARA ALIMENTO BALANCEADO PARA CAMARONES 4 A 5 TONS/HORA CAPACIDAD, PREFERENTEMENTE USADA EN BUENAS CONDICIONES .

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 2 30

Costo Laboral Total: \$72.10

Otros Costos Total: \$0.00

Costo Total: \$72.10

1602 BERRIES PLANTS 02/88

2981 19/02/88 01/01/00 DVM FXD 700.150 2 EAV 0 20
PENDING ORDER FOR BERRIES PLANTS. NO OLLALIE UNTIL AUGUST OR SEPTEMBER.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$9.60

Otros Costos Total: \$0.00

1603 ASPARAGUS PLANTS 02/88

2982 19/02/88 01/01/00 DVM FXQ 710.200 2 EAV 0 15
 NOURSE IS OFFERING ASPARAGUS PLANTS : SYN 456 -\$ 130.00 PER
 THOUSAND; JERSEY CENTENNIAL \$ 106.00 PER THOUSAND.

Este Trabajero-- Costo Laboral : \$7.20

3083 17/02/88 01/01/00 FXQ DVM 710.200 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

2984 29/02/88 01/01/00 DVM FXQ 2 TDY 0 20
 PROPOSED CANDIDATES SEMINAR IN GUAYADUIL.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 35
 Costo Laboral Total: \$10.80
 Otros Costos Total: \$0.00

Costo Total: \$10.80

1604 HARICOTT VERT PRICES

3085 25/02/88 01/01/00 FXQ DVM 710.720 2 FC 0 0
 NECESITA VERIFICAR PRECIO DE HARICOTT VERT EN MERCADO DE
 NY.

Este Trabajero-- Costo Laboral : \$0.00

2983 25/02/88 01/01/00 DVM FXQ 710.720 2 TDY 0 25
 USDA TERM. MARKET REPORT FOR NEW YORK ON JAN.6.88 LIST
 "FRENCHTYPE GUATEMALAN" IN 5 LBS. BX. \$4.00/BX.

Este Trabajero-- Costo Laboral : \$4.50

Este Caso-- Tiempo Total: 0 25
 Costo Laboral Total: \$4.50
 Otros Costos Total: \$0.00

Costo Total: \$4.50

1606 DSPREY BOOKS--posters

3089 03/03/88 01/01/00 FXQ DVM 2 FC 0 0

3088 03/03/88 01/01/00 FXQ DVM 2 FC 0 0

3090 04/03/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

3074 10/06/88 01/01/00 FXQ DVM 2 MR 0 0

Este Trabajero-- Costo Laboral : \$0.00

2985 03/03/88 01/01/00 DVM FXQ 750.000 TDY 0 15
 ADV. METHOD OF PAYMENT FOR POSTERS REQUESTED.

3087 03/03/88 01/01/00 DVM FXQ 2 TDY 0 20

-171 PLS. ADV. METHOD OF PAYMENT FOR POSTERS REQUESTED.

3015 03/03/88 01/01/00 DVM FXQ 750.000 TDY 0 20

264

Este Trabajero-- Costo Laboral : \$11.70

Este Caso-- Tiempo Total: 1 5
 Costo Laboral Total: \$11.70
 Otros Costos Total: \$0.00

Costo Total: \$11.70

1607 MARKETING ECUADORIAN PROD. IN CANADA

2986 03/03/88 01/01/00 DVM FXQ 700.000 EAV 0 30
 MR. CHARLES PEREZ, 930 RUE BEGIN /VILLE
 ST.LAURENT/QUEBEC/CA H4M 2N5 INTERESTED IN IMPORTING
 FRUITS/VEGETABLES FROM ECUADOR TELEPHONE: 514-335-2136
 TELEX:05-824640 FAX: 514-335 9599.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30
 Costo Laboral Total: \$14.40
 Otros Costos Total: \$0.00

Costo Total: \$14.40

1608 BOTTLE CAPS "TAPAS"

3043 09/03/88 01/01/00 DVM FXQ 2 EAV 0 30

2982 09/03/88 01/01/00 DVM FXQ 760100 2 EAV 0 30

THE TYPE OF CAP THAT DR. ASTUDILLO WANTED WAS AVAIBLE ONLY
 ON ORDER OF 100.000 OR MORE.

Este Trabajero-- Costo Laboral : \$28.80

3042 09/03/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$28.80
 Otros Costos Total: \$0.00

Costo Total: \$28.80

1609 FISH PRICES

2983 09/03/88 01/01/00 DVM FXG 750000 2 EAV 0 30
 PRICES FOR FRESH FISH.

3016 24/03/88 01/01/00 DVM FXG 750.000 2 EAV 0 30
 CURRENT WHOLESALE PRICES - MIAMI -- EXPECTING INCREASED
 CATCH TOMORROW, WICH MAY CHANGE PRICES.

3028 12/05/88 01/01/00 DVM FXG 750.000 2 EAV 0 30
 PRICES ON A PER POUND BASIS: SWORDFISH \$ 4.40 - THRESHER
 SHARK \$ 1.10 -MAKO SHARK \$ 1.90 - MAHI MAHI \$ 3.20 - MARLIN
 \$ 1.60 NO CONGRID OR GOUPER OFFERED.

3031 31/05/88 01/01/00 DVM FXG 750.000 2 EAV 0 45
 WHOLESALE PRICE FOR ECUADORIAN FISH: THERESHER SHARK H & G
 1.00 PER LB - YELLOWFISH TUNA H & G 2.05 DER LB (MARKET
 SOFT) - SWORDFISH H & G 4.65 PER LB - MAKO SHARK H & G 2.05
 PER LB

3037 03/06/88 01/01/00 DVM FXG 750.000 2 EAV 0 45
 FISH PRICES PER LB: TUNA H&G 2.05 - MARLIN H&G 1.35 - MAHI

Este Trabajero-- Costo Laboral : \$86.40

3040 08/03/88 01/01/00 FXQ DVM 2 EE 0 0
 REQUEST FISH PRICES
 3047 22/03/88 01/01/00 FXQ DVM 2 EE 0 0
 FISH PRICES, HAVE MADE SEVERAL REQUESTS FOR INFO.

Este Trabajero-- Costo Laboral : \$0.00

3041 08/03/88 01/01/00 FXQ DVM 2 FC 0 0
 REQUEST FISH PRICE

Este Trabajero-- Costo Laboral : \$0.00

2984 09/03/88 01/01/00 DVM FXQ 750.000 2 TDY 0 20
 CONFIRMING PRICES SENT EARLY, X-DOC, FIRST RECEIVER PRICES
 IN CONTAINER LOAD QUANTITIES, NET F.O.B.

Este Trabajero-- Costo Laboral : \$8.60

Este Caso-- Tiempo Total: 3 20
 Costo Laboral Total: \$90.00
 Otros Costos Total: \$0.00

Costo Total: \$90.00

1610 PMA, NASHVILLE EXPOSITION - OCTOBER, 1988

2985 11/03/88 01/01/00 DVM FXQ 531.400 2 TDY 0 15
 PMA, NASHVILLE EXPOSITION - OCTOBER, 1988

Este Trabajero-- Costo Laboral : \$2.70

Este Caso-- Tiempo Total: 0 15
 Costo Laboral Total: \$2.70
 Otros Costos Total: \$0.00

Costo Total: \$2.70

1611 TRADE MISSION--SOUTH FLORIDA

2988 18/03/88 01/01/00 DVM FXQ 524.000 2 EAV 0 25
 YOUR TLX FDX88084. IN SOUTH AND CENTRAL FLORIDA TO SET UP
 APPOINTMENTS AND ALSO TRY ARRANGE VISITS TO AGRICULTURAL
 RESEARCH STATIONS.

Este Trabajero-- Costo Laboral : \$12.00

Este Caso-- Tiempo Total: 0 25
 Costo Laboral Total: \$12.00
 Otros Costos Total: \$0.00

Costo Total: \$12.00

1612 FLOWER BUYER--CARNATIONS, ROSES

3017 24/03/88 01/01/00 DVM FXQ 730.000 2 EAV 0 30
 SMALL IMPORTER IN SEATTLE, WASHINGTON, MR. PETER
 SCHUITMAKER -EVSA INTERNATIONAL - REDMOND, WASHINGTON 98052
 TELEPHONE: 206-883 4442.

Este Trabajero-- Costo Laboral : \$14.40

Este Caso-- Tiempo Total: 0 30

Costo Laboral Total: \$14.40

Otros Costos Total: \$0.00

Costo Total: \$14.40

1613 PASSION FRUIT--FISS

3017 28/03/88 01/01/00 DVM FXD 700.500 2 EAV 0 20
ADV. IF JUGOSA WAS ABLE TO ESTABLISH SATIS. CONTACT W/MR.
HERBERT FISS

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$9.60

Otros Costos Total: \$0.00

Costo Total: \$9.60

1614 AQUACULTURE INT'L NEWSLETTER NO.2 FEB/88

3018 31/03/88 01/01/00 DVM FXD 750.000 2 TDY 0 20
SENDING TODAY THE FOLLOWING VIA AFD: AQUACULTURE INT'L
NEWSLETTER NO.2 FEB. 1988

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$3.60

Otros Costos Total: \$0.00

Costo Total: \$3.60

1615 NATIONAL JUICE PRODUCTS ASSOC.CONFERENCE

3019 31/03/88 01/01/00 DVM FXD 700.000 2 TDY 0 20
SENDING TODAY FOLLOWING VIA AFD: NATIONAL JUICE PRODUCTS
ASSOCIATION CONFERENCE.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$3.60

Otros Costos Total: \$0.00

Costo Total: \$3.60

1616 FURNITURE EXPORTATION INFORMATION

3021 05/04/88 01/01/00 DVM FXG 740.000 2 EAV 0 20
YOU SHOULD BE ABLE TO OBTAIN VERY GOOD INFORMATION ON
FURNITURE EXPORTATION FROM SR. VICENTE MOLINOS IN QUITO.
FERNANDO CORREA CAN GIVE YOU THE NUMBER.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20

Costo Laboral Total: \$9.60

Otros Costos Total: \$0.00

Costo Total: \$9.60

1617 CRABS--MARKET INFORMATION

3022 05/04/88 01/01/00 DVM FXG 750.400 2 EAV 0 20

272

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$9.60
 Otros Costos Total: \$0.00

Costo Total: \$9.60

1618 FLOWER'S - CFX MIKE GROVER

3026 02/05/88 01/01/00 DVM FXQ 730.000 2 TDY 0 20
 SENDING TODAY 02/05/88 LETTER FROM MIKE GROVER, CFX, INC

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1619 ESSENTIAL OILS

3060 29/04/88 01/01/00 FXQ DVM 2 EE 0 0
 INFO. PRECIOS DEL MERCADO DE NY. DE: 1.- HIERBA LUISA
 (LEMON GRASS)

Este Trabajero-- Costo Laboral : \$0.00

3027 01/01/00 01/01/00 DVM FXQ 720.000 2 TDY 1 30
 PRICES FOR ESSENTIAL OILS . PRICES ARE AS OF 29/04/88. 1.-
 LE, MON GRASS : INDIAN 6.24/LB. GUATEMALAN 7.50/LB.- 2.-
 GINGER : CHINESE 33-43.00/KILD. INDIAN 85.00/KILD. 3.-
 CARDAMON 33-40.00/LB. 4.- CORIANDER 42.00/LB 5.- MUSK NOT
 AVAILABLE FOR NATURAL PRODUCT ONLY SYNTHETIC PRODUCT. 6.-
 ANICE 13.50/KILD. 7.- MINT : PEPPERMINT - DOMESTIC 17.00/LB
 - BRAZIL 4.08/LB - CHINESE 3.49/LB - SPEARMINT: CHINESE
 5-6.00/LB - DOMESTIC 12-18.50/LB8.- EUCALIPTUS 3.40-3.49/LB
 9.- MANZANILLA N/A

Este Trabajero-- Costo Laboral : \$16.46

Este Caso-- Tiempo Total: 1 30
 Costo Laboral Total: \$16.46
 Otros Costos Total: \$0.00

Costo Total: \$16.46

1620 INSECTICIDE PRODUCT GUIDE

3029 19/05/88 01/01/00 DVM FXQ 780.000 2 TDY 0 20
 INSECTICIDE PRODUCT GUIDE , WEEK CONTROL MANUAL.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1621 BABY VEGETABLES

3030 26/05/88 01/01/00 DVM FXQ 710.000 2 EAU 1 20

PLS. ADV. YOUR INTERESTED MEMBER THAT THE MOST QUOTE BABY
 VEGETABLES ARE THE MINI - SQUASHES, MINI-CARROTS, BABY
 EGGPLANTS AND BABY CORN. ALL INFORMATION ABOUT BABY
 VEGETABLES IS ON FILE IN YOUR OFFICE.

Este Trabajero-- Costo Laboral : \$38.45

3063 17/05/88 01/01/00 FXQ DVM 710.000 2 MR 0 0

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 1 20
 Costo Laboral Total: \$38.45
 Otros Costos Total: \$0.00

Costo Total: \$38.45

1622 QUINDA

3068 01/06/88 01/01/00 FXQ DVM 790.700 2 NN 0 0
 SOLICITAN PRECIO

Este Trabajero-- Costo Laboral : \$0.00

3082 01/06/88 01/01/00 DVM FXQ 790.000 2 TDY 0 20
 PRICES IS NOT AVAILABLE IN ANY PUBLISHED FORM.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1623 TOMATE DE ARBOL

3033 01/06/88 01/01/00 DVM FXQ 700.075 2 TDY 0 20
 PRICES IS NOT AVAILABLE IN ANY PUBLISHED FORM.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1624 BABACO

3069 01/06/88 01/01/00 FXQ DVM 700.145 2 NN 0 0
 PRECIO DE BABACO

Este Trabajero-- Costo Laboral : \$0.00

3034 01/06/88 01/01/00 DVM FXQ 700.145 2 TDY 0 20
 PRICES IS NOT AVAILBLE IN ANY PUBLISHED FORM.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1625 GRANADILLA

3070 01/06/88 01/01/00 FXQ DVM 700.275 2 NN 0 0
 PRECIOS A LA FECHA.

Este Trabajero-- Costo Laboral : \$0.00

3035 01/06/88 01/01/00 DVM FXQ 700.275 2 TDY 0 20
 PRICES ARE NOT AVAILABLE IN ANY PUBLISHED FORM.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1626 FRUIT JUICE PRICES 5/88

3077 01/07/88 01/01/00 FXQ DVM 700.500 2 JC 0 0
 J. CHAVEZ EXPORT MANAGER DE ACUAJUGOSA. TIENE EN EXISTENCIA
 200 TM DE PASSION FRUIT - MARACUYA 12-14 BRIX.

Este Trabajero-- Costo Laboral : \$0.00

3066 30/05/88 01/01/00 FXQ DVM 2 MR 0 0
 PRECIO DE JUGO DE PINA Y DE PULPA DE TOMATE DE ARBOL.

Este Trabajero-- Costo Laboral : \$0.00

3071 01/06/88 01/01/00 FXQ DVM 2 NN 0 0
 PRECIOS DE PULPAS DE FRUTAS EN GENERAL

Este Trabajero-- Costo Laboral : \$0.00

3036 01/06/88 01/01/00 DVM FXQ 2 TDY 0 20
 EXPECT TO HAVE FRUIT JUICE AND PULP PRICES BY END OF WEEK.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

 Costo Total: \$3.60

1627 AVOCADO ADMISSABILITY

3038 03/06/88 01/01/00 DVM FXQ 700.100 2 EAV 1 0
 MR. TAYLOR AT PHIS IN HYATTSVILLE, MD. TEL 301-436 8645 THE
 IMPORTATION THE AVOCADOS FROM ECUADOR IS PROHIBITED. THE
 REASONS, THE EXISTENCE OF THE MEDITERRANEAN FRUIT FLY AND
 THE AVOCADO SEED MOTH IN ECUADOR. ADV. YOUR MEMBER THE
 CONTACT CANADIAN CUSTOMERS FOR THIS COMMODITY.

Este Trabajero-- Costo Laboral : \$28.85

Este Caso-- Tiempo Total: 1 0
 Costo Laboral Total: \$28.85
 Otros Costos Total: \$0.00

 Costo Total: \$28.85

275

3039 07/06/88 01/01/00 DVM FXG 720.000 2 EAV 0 20
CONTACTED TRADER WISHING TO PURCHASE SEASME SEEDS (AJONJOLI) ADV. IF PRODUCT IS AVAILABLE.

Este Trabajero-- Costo Laboral : \$9.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$9.60
Otros Costos Total: \$0.00

Costo Total: \$9.60

1629 AVOCADO OIL BUYER

3040 08/06/88 01/01/00 DVM FXD 700.100 2 EAV 1 20

WE HAVE FOUND A NOTICE FOR A COMPANY IN ENGLAND WANTING TO PURCHASE AVOCADO OIL. PLS MAKE THE FOLLOWING DETAILS AVAILABLE TO INTERESTED PARTY: QUANTITY: 5.000 CASES - QUALITY : GRADES 1-2 - PACKAGING: 250 ML OR 375 ML BOTTLES - DELIVERY: JULY/88 - QUOTE: CIF FELIXSTOWE - BANK: LLOYDS BANK PLC, 28/34 RISBYGATE ST. , BURY ST. EDMUNDS, SUFFOLK IP33 3AH - CONTACT: MR. DEREK WILSON, TRUSTIN FOODS, CHASE ROAD NORTHERN WAY, BUYST. EDMUNDS, SUFFOLK IP32 6NT, UNITED KINGDOM - TEL: (0284) 66265 ; TELEX 81117 TRUSTN G - FAX: 0284 60186.

Este Trabajero-- Costo Laboral : \$38.45

Este Caso-- Tiempo Total: 1 20
Costo Laboral Total: \$38.45
Otros Costos Total: \$0.00

Costo Total: \$38.45

1630 BURPEE SEED ADDRESS

3042 20/06/88 01/01/00 DVM FXD 2 EAV 0 20

W. ATLEE BURPEE COMPANY; CABLE: BURPEE WSTR - CONTACT: JAMES PERRY - SEEDS : 2/4/6/W/P/MN/

3042 20/06/88 01/01/00 DVM FXD 2 EAV 0 20

DIRECCION: W. ATLEE BURPEE CO. WARMINSTER, PENNSYLVANIA 18974 - TEL: 215/674 4900 - TWX: 510: 665 6956

Este Trabajero-- Costo Laboral : \$19.20

Este Caso-- Tiempo Total: 0 40
Costo Laboral Total: \$19.20
Otros Costos Total: \$0.00

Costo Total: \$19.20

1631 ADMIN> FEDEXPOP DEBT

3044 05/06/88 01/01/00 DVM FXD 2 TDY 0 20

LETTER TO DENNIS WOOD REF OUTSTANDING DEBT.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
Costo Laboral Total: \$3.60
Otros Costos Total: \$0.00

Costo Total: \$3.60

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1633 HYDROPONICS

3047 20/06/88 01/01/00 DVM FXQ 2 TDY 0 20
 VILLA IN THE GROVE HYDROPONICS INFORMATION.

Este Trabajero-- Costo Laboral : \$3.60

Este Caso-- Tiempo Total: 0 20
 Costo Laboral Total: \$3.60
 Otros Costos Total: \$0.00

Costo Total: \$3.60

1634 ENDIVE - PRICES - VOLUMES

3079 30/07/88 01/01/00 FXQ DVM 710.700 2 MR 0 0
 SOLICITAN PRECIOS Y VOLUMENES DE IMPORTACION DE USA
 DURANTE EL AÑO 88

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1635 PASSION FRUIT - PEELING BLANCHERY EQUIPM

3057 21/01/88 01/01/00 FXQ DVM 700.500 2 FC 0 0 \$0.00
 REC. CAT. DE MAQ. PEELERS Y BLANCERS, PROC. DE MARACUYA,
 PASSION FRUIT.

3068 26/01/88 01/01/00 FXQ DVM 700.500 2 FC 0 0 \$0.00
 INSISTIMOS SOBRE LA MAQUINARIA PARA PROCESAR MARACUYA.

Este Trabajero-- Costo Laboral : \$0.00

3078 01/07/88 01/01/00 FXQ DVM 2 MR 0 0 \$0.00
 SOLICITA INF. SOBRE REQUISITOS CUARENTENARIOS PARA
 PRODUCTOS AGRICOLAS, PARA INGRESAR A USA.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1636 PASSION FRUIT - STUDY

3070 28/01/88 01/01/00 FXQ DVM 700.500 2 FC 0 0

EL 21 DE DICIEMBRE NOS MANIFESTARON EN UN SEMINARIO QUE LO ENVIARIAN.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1637 UFF&VA HOUSTON CALIF MISSION

3079 04/02/88 01/01/00 FXQ DVM 2 FC 0 0
UNO DE LOS INTEGRANTES DESEA VIAJAR A CALIFORNIA COORDINAR
VIAJE Y CONTACTOS PROD. DE ESPARRAGOS Y FRUTILLAS.
3080 08/02/88 01/01/00 FXQ DVM 2 FC 0 0
CONTACT. EN CAL. PRODUCT. FRUTILLAS Y ESPARRAGOS.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1638 ACHIOTE - PROFILE 3/88

3091 08/03/88 01/01/00 FXQ DVM 720.025 2 FC 0 0
PERFIL DE ACHIOTE: MERLADO, EVOLUCION DE PRECIOS, MONTO
IMPORTADOS, PROCEDENCIA, ETC.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1639 ALMIZCLILLO - PROFILE 3/88

3092 08/03/88 01/01/00 FXQ DVM 720.250 2 FC 0 0
PERFIL DE ALMIZCLILLO: MERCADO, EVOLUCION DE PRECIOS,
MONTOS IMPORTADOS, PROCEDENCIA, ETC.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1640 QUININE - PROFILE 3/88

3093 08/03/88 01/01/00 FXQ DVM 720.800 2 EE 0 0
PERFIL DE QUININE: MERCADO, EVOLUCION DE PRECIOS, MONTOS
IMPORTADOS, PROCEDENCIA.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
Costo Laboral Total: \$0.00
Otros Costos Total: \$0.00

Costo Total: \$0.00

1641 LIMESTONE, CALCIUM CARBONATE PRICES.

3046 18/02/88 01/01/00 FXQ DVM 2 EE 0 0
 PRECIOS INTERNACIONALES DE PIEDRA CALIZA Y CARBONATO DE CA.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1642 MARKET NEWS REPORT

3051 05/04/88 01/01/00 FXQ DVM 750.400 2 EE 0 0
 INFORMAN POSIBILIDADES DE EXPORTAR .

3054 05/04/88 01/01/00 FXQ DVM 750.400 2 EE 0 0
 MAYORES ANTECEDENTES PARA EXPORTAR JAIBAS.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1643 BAMBOO FURNITURE - MARKET USA

3053 07/04/88 01/01/00 FXQ DVM 740.000 2 EE 0 0
 MAYORES ANTECEDENTES PARA EXPORTAR MUEBLES DE CANA

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1644 ACHIOTE - PRICES 04/88

3055 08/04/88 01/01/00 FXQ DVM 720.025 2 EE 0 0
 INFORMAR PRECIOS DEL ACHIOTE.

Este Trabajero-- Costo Laboral : \$0.00

Este Caso-- Tiempo Total: 0 0
 Costo Laboral Total: \$0.00
 Otros Costos Total: \$0.00

Costo Total: \$0.00

1645 BANOMERA - VISIT TO MIAMI

3056 08/04/88 01/01/00 FXQ DVM 2 FC 0 0
 CARLOS BANOMERA GERENTE GENERAL DE GENDES ESTARA EN MIAMI
 3-4- DE MAYO ESTA INTERESADO EN VISITAR OF. DE DEVRES EN
 MIAMI.

3061 03/05/88 01/01/00 FXQ DVM 2 FC 0 0

Este Trabajero-- Costo Laboral : \$0.00

Este Caso--	Tiempo Total:	0	0
	Costo Laboral Total:		\$0.00
	Otros Costos Total:		\$0.00

	Costo Total:		\$0.00

1646 SEFOOD--FDA REGULATIONS

3058 19/04/88 - 01/01/00 FXG DVM 2 EE 0 0
 SOLICITAN NORMAS DE FOOD AND DRUGS - PARA INGRESAR USA.

Este Trabajador-- Costo Laboral : \$0.00

Este Caso--	Tiempo Total:	0	0
	Costo Laboral Total:		\$0.00
	Otros Costos Total:		\$0.00

	Costo Total:		\$0.00

Este Informe--	Tiempo Total:	569 hours 52 minutes
	Costo Laboral Total:	\$ 8,822.80
	Otros Costos Total:	\$ 65.61

	Costo Total:	\$ 8,888.41

ANNEX 10

Information Systems Reports

Devres, Inc.
2426 Ontario Road NW
Washington, DC, 20009

PAUL S. HOOVER, Consultant

TRIP REPORT 5/19/87

I. Introduction

The purpose of this trip was to provide technical assistance to FEDEXPOR in the area of information handling. Specifically, the software WordPerfect Library and the System V upgrade to Rbase 5000 were to be installed and FEDEXPOR staff trained in their use. The consultant was also asked by Devres to assist them obtain information about growth in FEDEXPOR membership and to assess the flow of product information provided by Devres to FEDEXPOR members.

II. Observations

The general organization of information, specifically, product information at FEDEXPOR has improved greatly. Product files have been created which contain pamphlets, articles, memoranda and other unbound information relating to a specific product. Telex's are bound in a folio also organized by product and bound reports have titles written on the spines and are shelved in related subject groups. Folios also collect weather information on a specific topic such as pesticides which applies to many products. Copies of product profiles are found both in the individual product file folders and filed together under "Profiles".

The quantity of data contained in the electronic information system has grown considerably. The fully automated "FDX System" primarily contains data about exporters and export products. Recently, a "Buyer" directory has also been added. A list of the reports generated by this system appears in Appendix A. A large number of worksheets have been created in Lotus 123, many of which are updated and used regularly. These worksheets are described in Appendix B. Other reports are maintained in WordPerfect and these are described in Appendix C. A fairly complete general ledger system plus an accounts receivable module has been created using BASIC. An index to regularly used reports, a name, address and phone list and several product price reports are maintained using Sidekick.

The improved organization of paper materials and the extensive electronic database, facilitates response to information needs of the organization and its members. However, FEDEXPOR staff appear to rely almost entirely on Sandra Martinez for access to paper information and on Nelson Navas for electronic data. When these staff members are not present, much of the information resources of FEDEXPOR become essentially unavailable. In my view, this is an unnecessary dependence. It is the equivalent of always asking the librarian to find materials rather than learning to use the card catalog. In addition, this dependence interrupts Sandra's and Nelson's work and uses time that could better be spent keeping information files current and creating a needed cross index of materials (see below).

An additional problem with the current situation is that access to information at FEDEXPOR resides in the memories and skills of (primarily) two employees and has not been institutionalized as a system.

Finally, cross indexing of product information is needed. To find all information about a specific topic, for example, standards and import regulations applying to asparagus, it is necessary to go to the product file folder containing unbound materials, the telex folio, the folio containing APHIS notices, and the bound volumes concerning import regulations. As in a library, it would be useful to have a subject index where, under "Asparagus--standards and regulations" the location of this information is indicated.

A few relatively simple changes in procedure and modest staff training could address these problems.

Recommendation 1. A) Sandra Martinez hold a brief training session for FEDEXPOR staff showing how paper files are organized and how to find information in them and, B) Sandra no longer be expected to field information requests made by other FEDEXPOR staff.

Recommendation 2. A simple indexing system for product information be created and all staff trained in using it. This index could be created on file cards, but since FEDEXPOR has computer resources it is recommended that the WordPerfect Library "note" application be used to implement the index. This index can be created and maintained by Sandra and Nelson, but all staff should be trained in using it.

Recommendation 3. Nelson Navas hold training sessions for staff in using the automated, menu-driven, FDX system to generate standard reports. The present list of reports should be reviewed and augmented if necessary so that most access to the electronic data maintained in this system can occur without Nelson's assistance. Staff can also be sufficiently trained in using LOTUS 123 to access, update and print LOTUS worksheets and graphics.

Spreading the capacity for using the information resources at FEDEXPOR is important for efficiency and, most crucially, for preservation of information resources independent of staff turnover.

The Request Response System

The Request Response System (RRSYS) designed to track communications has been implemented at FEDEXPOR since September 1986, but has not been used. The improvements made at DVR Miami have been installed during this trip. Nevertheless, I do not believe using the RRSYS will be a high priority at FEDEXPOR. The Director feels paper files of letter and telex communications are sufficient for reference and documentation. The RRSYS is used in Miami to log incoming communications from FEDEXPOR as well as outgoing communications. Thus, it provides a communications log whose only missing data are communications initiated at FEDEXPOR which do not arrive in Miami. Since FEDEXPOR date-stamps and files telex and posted communications, only phone communications are undocumented from the FEDEXPOR end.

It is not clear to me that the effort required to implement the RRSYS at FEDEXPOR can be justified in terms of completing documentation of Devres/FEDEXPOR communications. It could be useful as a tool for tracking communications with members, but a prior step simpler to implement would be a manual log of visits, letters, telex's, and services rendered. Problems of communication between the Miami and Quito offices reside in areas other than the mechanics of communication. I believe the resources available at FEDEXPOR would be more usefully applied at this time to implementing the product information index described above.

Transfer of Information to FEDEXPOR Members and other Interested Parties

A request was made to trace the transfer of information supplied to FEDEXPOR by Devres for five products. There was insufficient time to undertake this study (the request was received on 5/15/87) which would require a detailed review of FEDEXPOR's files to determine what information in the five areas was supplied by Devres, what documented transfer of this information occurred, and contact with recipients to obtain evaluation of the information. The question of how well information needs of exporters are being met by FEDEXPOR is important, but addressing this question will require a more carefully designed and executed study and better documentation of information transfer by FEDEXPOR.

Presently, documentation which exists consists of copies of letters to members and others with lists of attachments, usually in response to a request for information, telex's, usually price information, the Newsletter, and minutes of meetings and seminars. However, much use of FEDEXPOR's information resources appears to occur informally. Interested people come to the office, request access to information and frequently make copies of items. No formal record is kept of this type of information transfer.

Recommendation 4: A visitors log be kept with space for a listing of materials copied or obtained during the visit.

A questionnaire sent to all members and to others who have obtained information from FEDEXPOR could provide some insight into the question of how valuable recipients find information they receive from FEDEXPOR. The survey could also inquire as to information respondents would like to receive.

It also appears that some categories of information are of sufficient interest that putting together a packet along with a Spanish language introduction and guide, would be a valuable service. Examples include US import regulations, standards, and product price trends. Packaging information in this way would also make it easier to charge for providing it.

Recommendation 5: The cost and benefit of providing packets of information in selected subject areas be investigated.

Software Updates, Installation and Training

WordPerfect Library was installed, the shell set up and training offered in using the note, calander and file handling facilities. A template for the product index and one for recording information services provided to members and others were created and tested (Appendix D). The RRSYS WPLibrary templates were installed and the use of macros for tranferring data from WPNotes to the RRSYS explored. The RBase System V version of RRSYS was installed as was Rbase System V software needed to run the RRSYS. However, FEDEXPOR has not acquired the System V update, and therefor lacks manuals and some System V applications. System V is significantly different from the 5000 version and it will be difficult to use without manuals and the complete software.

Recommendation 6: That FEDEXPOR purchase the updated System V version of Rbase (cost approximately \$200).

FEDEXPOR Membership History

Marcelo Ruiz was asked to prepare a brief report summarizing the history of FEDEXPOR membership over the past 4 years. This report is attached as Appendix E. It should be noted that current membership data is maintained in the FDX System (an Rbase application) and generation of membership statistics as shown in the report was easy and rapid. A current membership list organized by sector and city has also been included.

APPENDIX A

FEDEXPOR FDX SYSTEM Reports

Note: A directory of potential buyer contacts for products produced in Ecuador has been compiled. The source of data is the publication Outlook, United Fresh Fruit and Vegetable Association. A full copy of the current directory has been included in Appendix A.

FEDEXFOR FDX SYSTEM Reports

- 1) Directorio Exportadores--alfabetico, por producto, por sector, ~~por~~ ciudad.
- 2) Labels
- 3) Empresas Compradores de productos en otros paises.
- 4) Cartas para actualizar datos de exportadores.
- 5) Productos de prohibida exportacion, licencia previa y regimen de cupo.
- 6) Codigos de paises.
- 7) Codigos CUCI-NABANDINA-NALADI y descripcion
- 8) Capitulo NAE
- 9) Sistema Demanda de Productos
- 10) Cuentas de Cobrar
- 11) Reportes de CUCI y NALADI segun Producto y Pais
- 12) Valor agregado nacional y CAT de empresas afiliadas

Directory of Buyers [Source Outlook]

EMPRESA DNOS	TELEF	DIRECCION CABILDA	PRODUCTOS
PAIS: ESTADOS UNIDOS			
Cardinal Distributing Company Inc. P.O. 819/398-0138		85-810 Grapefruit Blvd. - Coachella, CA 92236	cebollas
Calavo Growers Co California 137/587-4291	TWX 910321 5705	4837 Everett Avenue - Los Angeles, CA 90021 CALAVALO LAGO	mangos, limas, pinas
Carden Inc. 115/592-7499	TWX 8108484842	700 N.W. 25th Street, Suite #200 - Miami, FL 33122	ajos, pinas
Adams Brothers Produce Co. Inc. 205/323-2455		Birmingham, AL 35202 2682	zocos, uvas, jengibre, pinas, melones, tomates
Agrienco USA Ltd. 718/529-4411		149-02 132nd Street - Jamaica, NY 11430	tomates, melones
Agriculture Export Import USA Co. (ANA) General Brokerage Co. 217/382-7047	677627 L89	608 East 8th Street - Los Angeles, CA 90015	mangos, jengibre, ajos
AMCO International Marketing 82, Inc. 214/5-0605	TWX 682400	1701 Westwind Drive, Suite 229A - Elmhurst, CA 95021	melones
Isleland Fruit Sales, Inc. 209/884-3527	152695	Wenatchee, WA 98801 2719	cebollas
Maurice A. Auerbach, Inc. 212/849-8310	42-1990	84-07 - 104th Street - Bayside Park, NY 11416	ajos, mangos, espinacas, arveja china
The Auster Company Inc. 212/829-6550		51 E. Water Market - Chicago, IL 60608	limones
B.G. Marketing Company 201/779-3300		Hagerstown, MD 21741 649	cebollas, ajos
Benfruit Company - Affiliated with Turcotte Corporation 712/362-0740	4620156 OHMTO 1077	10035 E. Rines Drive, Bldg 216 - The Woodlands, TX 77380	melones, aguacates, limas, limones, mangos, frutillas, mandarinas, espinacas, alcachofas, cebollas, ajos
Banana Supply Co., Inc. 305/570-7610	519672 IBANANA, INC.	1030 N.E. 2nd Ave. - Miami, FL 33137	banano
Basic Food International Inc. 205/427-1700	514047 GLOBALFOOD-817198 USF00	1700 SE 17th Street - Fort Lauderdale, FL 33316	arveja china, melones, pinas, mangos, ajos, coliflor, brocoli, cebollas
Battaglia Produce Inc. 819/336-5125	TWX 75-25-30 BATTAGLIA 22	1705 Weakeville Road - Elizabeth City, NC 27909	melones, pepinillos, cirientones, limas, pinas

Otros Costos Total: \$0.00

Costo Total: \$3.60

1627 AVOCADO ADMISSABILITY

3038 03/06/88 01/01/00 DVM FXD 700.100 2 EAV 1 0
 MR. TAYLOR AT PHIS IN HYATTSVILLE, MD. TEL 301-436 8645 THE
 IMPORTATION THE AVOCADOS FROM ECUADOR IS PROHIBITED. THE
 REASONS, THE EXISTENCE OF THE MEDITERRANEAN FRUIT FLY AND
 THE AVOCADO SEED MOTH IN ECUADOR. ADV. YOUR MEMBER THE
 CONTACT CANADIAN CUSTOMERS FOR THIS COMMODITY.

Este Trabajero-- Costo Laboral : \$28.85

Este Caso-- Tiempo Total: 1 0

Costo Laboral Total: \$28.85

Otros Costos Total: \$0.00

Costo Total: \$28.85

-177

1628 SESAME SEED BUYER (AJONJOLIN)

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EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
Benny Produce Inc. 602/281-2904		Nogales, AZ 85628-2870 2870	tomates, pimentones, pepinillos
Biscayne International Inc. 305/232-5499	TWX 282921 BISCAYN	10200 SW 129 St. - Miami, FL 33176	limones, esparragos
I. Boris Company 305/972-0711		Pompano, FL 33061 1510	pimentones, okra, pepinillos, melones, pinas, arveja china
Buffone International 305/974-7370		Pompano Beach, FL 33061 1599	arveja china, coliflor, brocoli, pepinillo, melon
J.R. Brooks & Sons Inc. 305/247-3544	4949715	Homestead, FL 33090-0009 Drawer 9	maracuya, mangos
Cal Fruit 213/629-2100		1601 E. Olympic Blvd., Suite 101 - Los Angeles, CA 90021	frutillas, frambuesas, moras, melones
Mexican Produce Co. Ltd. 512/723-6223	76-3448 MEXPRODC	Laredo, TX 78040 1593	ajos
Miedma Produce Inc. 616/669-9420		5005 40th Ave. - Hudsonville, MI 49426	cebollas
Nelson & Asociados 305/365-3368		Oviedo, FL 32765	arvejas, frejol, vegetales frescos
New York Export Co. Inc. 914/423-8646	TWX 137403 NYEXPYKS	984 North Broadway - Yonkers, NY 10701	ajos, cebollas
Northwest Produce Co. Inc. 612/378-1145		760 Kasota Avenue S.E. - Minneapolis, MN 55414	ajos, limas, melones, pimentones, pepinillos, tomates, papayas, pinas, mangos
Oneonta Trading Corporation 509/663-2631	TWX 152-040	Wenatchee, WA 98801 - Salt Lake City, UT 84101 801/322 549	melones, esparragos, limones, frutillas, frambuesas
David Oppenheimer and Co. 206/623-1885	TWX 04353789	Pier 91 - Seattle, WA 98111	frutas frescas
Pacific Fruit Inc. 212/344-1370	TWX 420926	19 Rector St. - New York, NY 10006	banano
Pacific Rim Produce Marketers, Inc. 619/698-9100	TWX 310 101-1083 PACRIM	7612 Broadway - Lenox Grove, CA 92045 89c	mangos, aguacates y ajies
Parker Banana Company 813/248-5448	TWX 52-870 Parker Tpa	Tampa, FL 33601 1199	banano

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EMPRESA FONDS	TELEF	DIRECCION CABELLA	PRODUCT
Pick-N-Pay Supermarkets (Division of First National) 215/587-7100	980151	17000 Rockside Road - Maple Heights, OH 44137	melones, vegetales frescos
Post & Taback Inc. 212/589-1000		253-255 NYC Terminal Mkt. - Bronx, NY 10474	melones, frutillas, frambuesas, pimientas, pepinillos, tomates, arveja china
Prevor Marketing International 212/589-5200	TW 711 593 2581	107 NYC Terminal Market - Bronx, NY 10474	frutas vegetales frescos
Quality Produce Co. 512/222-0255		1500 S. Carpenter Street, Unit 402 - San Antonio, TX 78207	espinacas, okra, linas, mangos, melones, pias
Edward B. Paril & Sons Inc. 301/759-3800		Unita Co-73-40-40 - Maryland Wholesale Produce Market Jessup, MD 20794	frambuesas, pimientones, pias, mangos
Rosenthal & Klein Inc. 212/542-1800	TW 91494 911, INC., NY	103-103 NYC Terminal Market - Bronx, NY 10474	frutas vegetales frescos
Robert Ruiz Inc. 512/363-6226		Edinburg, TX 78841 796	melones, cebollas
Ruonon & Co., Inc. 415/832-0361	337607 RUBX BKVL	11 Embarcadero West #100 - Oakland, CA 94607	mangos, melones, espinacas
Saginaw Meat & Produce Company 615/17755-48605		2100 East Holland Ave. - Saginaw, MI 48605 3304	banana, pias, melones
Marvin Schwarz Produce 512/565-3166		Mercedes, TX 76370 152	cebollas, pepinillos, melones, pias
Beald-Sweet Growers Inc. 813/223-7441	TW 180-847	Tampa, FL 33601 3349	melones, mangos, linas
embrey sales Service 612/287-4101	TW 659-818	Vogelbein, AD 33601 394	melones, pepinillos
Roanoke Grocers - Produce Co. 615/878-2000		Grand Rapids, MI 49508	pepitas, pias, banana
Standard Fruit and Vegetable Co., Inc. 214/426-3600		Dallas, TX 75245 225007	banana, frutillas
Stod & Shop Companies Inc. 617/770-6786	1940	Quincy, MA 02108	frutillas, banana, pias, espinacas, melones
Sun Country Produce Inc. 214/231-0634	TW 541 214 690 6109	275 Campbell Rd, Suite 201 - Richardson, TX 75081	tomates, pepinillos, pimientones, melones

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EMPRESA FCNOS	TELEX	DIRECCION CASILLA	PRODUCTOS
Sun World international Inc.		5544 California Avenue 280 - Bakersfield, CA 93309	melones, frutillas, espárragos, alcachofas, cebollas, frambuesas, ajos, linas, cinas
805/833-6460	698439		
Tomatoes		400-402 NYC terminal Market - Bronx, NY 10474	tomates, pepinillos, pimentones, mangos
212/991-6700			
Unifruit of America Inc.		3460 N. Delaware Ave., Suite 302 - Philadelphia, PA 19134	frutillas, limones
215/425-2777	TX 846108		
Valley Central Sales Inc.		Santa Rosa, TX 76597	cebollas, melones
512/636-1521		519	
Leo Vandenberg Inc.		1805 East Tremont Avenue - Bronx, NY 10465	frutillas, cebollas, melones, limones, alcachofas, aguacates, papayas, tomates, mangos, pimentones
212/409-9120	TX 804 220156/225122		
Water Tropical Fruit Sales		Yuccaton, TX 76572	mangos, piñas, linas, cebollas
512/525-4887		907	
West Mexico vegetable Distributors Association		Yogales, AZ 85528-0846	tomates, pepinillos, pimentones, melones, mangos
602/297-2707	TX 66319	846	
Winter fruit Distributors Inc.		3460 N. Delaware Ave., suite 103 - Philadelphia, PA 19134	espárragos, frutillas
215/423-2222	TX 6974440 WINFRUIT		
Korlin Variety Produce Inc.		1475 Mateo Street - Los Angeles, CA 90021	mangos, ajos, mangos
213/469-4197			
Central American Produce Inc.		1500 W. Atlantic Blvd. - Pompano Beach, FL 33061	melones, arveja china, piñas, pepinillos
305/943-2303	TX 497-0692/CAPINC		
Enlquita Brands Inc.		15 Mercedes Drive - Montvale, NJ 07645	cañero, frutas tropicales
201/391-9200			
Joseph Marino Company Inc.		557 W. Alca Street - San Jose, CA 95128	ajos, gajitos, papas
408/424-2830	TX 341-435		
Diark-Ehre Produce Company		7119 Produce Bldg - Houston, TX 77023	frutillas, moras, pimentones
713/923-2655	794-641		
Coexport International Inc.		690 Churno Road - Elgin, IL 60120	limones, cebollas, pepinillo, pimentones, mango
312/695-8300	280-2161		
Corby International Corp.		7452 W. Boynton Beach Blvd.	melones
305/736-0655	TX 510-957 7560 TELE 10		

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
Crestview Sales Inc. 602/281-2403		Nogales, AZ 85621 1981	melones
D'Arrigo Bros. Co. of New York Inc. 212/991-5900	425-637	315 NYC Terminal Market - Bronx, NY 10474	esparragos, frambuesas, limones, melones, pimientos, tomates, pepinillos
De Bruyn Produce Co. 616/772-2102		Zeland, MI 49464 76	cebollas, melones, pepinillos, pimientos
E. De Franco & Sons 213/627-8575	691164	1000 Lawrence Street - Los Angeles, CA 90021	tomates, aguacates
Deberry Produce Sales Co. 512/565-2624		McAllen, TX 78501 5609	cebollas, tomates, pimientos, melones, limas
The Dole Food Co. 415/986-3000	TWX 184930	50 California Street - San Francisco, CA 94111	banano, piñas, frutas y vegetales frescos
A. Duda & Sons Inc. 305/365-2111	TWX 56-4481	Oviedo, FL 32765	cebollas, melones, limones
Edac International Corporation 305/266-8644	TWX 810-848-4112	7330 S.W. 45th Street - Miami, FL 33155	banano, papayas, frutas tropicales
Fagundes Farms 209/582-4000	17-1802 FAGUNDES	8700 Fargo Avenue - Hanford, CA 93230-9771	esparragos, frambuesas, moras
The Forest City Weingart Produce Co. 216/881-3232		4000 Orange Ave. - Northern Ohio Food Terminal Unit 21-25, OH 44022	limones, aguacates, pimientos, mangos, hongos, piñas, jengibre
Frieda finest/Produce Specialties Inc. 213/627-2981		Los Angeles, CA 90058	pimientos, palmitos, babaco, manadaya, jengibre, arveja china
G-M Distributing Co. Inc. 512/843-2456		Hidalgo, TX 78557 Drawer FF	mangos
Gargiulo Inc. 813/597-3131	TWX NTG 1 Napl. 51-2127	15000 Old 41 North - Naples, FL 33963	melones, cebollas, etc
R. Siercio & Son Inc. 504/733-4728		935 Edwards Avenue - New Orleans, LA 70123	limas, mangos, banano, piñas
Harry and David 503/776-2037		Medford, OR 97501 712	piñas
Hollar & Greene Produce Co. Inc. 704/264-2177		Route 5, Box 266 - Boone, NC 28607	papas

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
Grant J. Hunt Company 415/834-6040	336-367	Oakland, CA 94623	moras, aguacates, limones, esparragos
International Multifoods Corp. 612/340-3576	TWX 687-9113 INTLMUW	Minneapolis, MN 55402	pinas, melones, esparragos, alcachofas, frambuesas, genjibre
Victor Joseph & Son Inc. 201/592-7700	TWX 134-475	Palisades Park, NJ 07650 Fresh Fruit	vegetales frescos, frutillas, frambuesas
Kash International 209/646-3585	TWX 911-845-2648	Farlier, CA 93148 310	limones, aguacates
Kings Super Markets Inc. 201/575-3320	TWX 510-112091	2 Dedrick Place - West Caldwell, NJ 07006	frutas y vegetales frescos
London Fruit Inc. 512/643-8171	TWX 767-630	McAllen, TX 78501 4573	mangos pinas
Mendelson Zeller Company Inc. 415/981-1343	TWX 34751	450 Sansone Street, Suite 1400 - San Francisco, CA 94111	esparragos

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCCION
Tri Produce Corporation 604/243-2333		3446 Lougheed Highway - Vancouver, B.C. V5H 1A5	lechugas, zanahorias, papas, tomates, pimientos
Triangle Produce Importers Ltd. 514/382-8860	05-825610	775 Rue du Marche Central - Montreal, Quebec H4N 1K1	frutas y vegetales frescos
Triangle Wholesale Florist Ltd. 519/822-8097	TWX 069-56616	353 Elizabeth Street - Guelph, Ontario N1E 2X9	flores frescas
Westbrook Floral Ltd. 0615291		330 Main Street West - Grimsby, Ontario L3M 4G1	flores frescas
Downham Nursery Inc. 519/245-0220	TWX 064-7189	626 Victoria Street - Strathroy, Ontario N7B 7C1	flores frescas
Epicierie Unis Metro-Richelieu Inc. 514/643-1000	TWX 05-828865	11011, Maurice-Duplessis Blvd. - Montreal, Quebec, H1C 1V6	frutas y vegetales frescos
H. Pine & Sons Ltd. 613/235-7275	053-4356	Ottawa, Ontario K3J 2K2	frutas y vegetales frescos
Atlantic Wholesalers 506-536-1860	014-2124	Lorne Street - Sackville, New Brunswick E0A 3C0	aguacates, banano, brocoli, melones, coliflor, zanahorias, pepinillos, papas, tomate, hongos, frutillas
Avon Valley Green houses Ltd. 902/798-8381	09-32152	Falmouth, Nova Scotia - B0P 1L0	flores frescas
Canadian Fruit & Produce Co. 416/259-5007		247 Ontario Food Terminal - 165 The Queens Way - Toronto, Ontario	melones
Chiovitti Banana Co. Ltd. 416-251-7774		26 Magnificent Road - Toronto, Ontario M6J 4T7	banano, piñas, papayas, aguacates, limas, gingibre, ajos, mangos, cocos
Courcheson, Larose Ltée. 514/525-6381	TWX 055 80823	1455 rue Berdy - Montreal, Quebec, H2K 2V1	frutas y vegetales frescos
Leo Gravel & Fils Inc. 514/622-7140	05-267666	147 Petite Côte, Ste. Rose - Laval, Quebec H7L 1K5	lechuga, coliflor, piñas, melones, papas, brocoli, zanahorias, pepinillos, cebollas, pimientos, banano, limones
The Grocery People (Subsidiary of Alberta Grocers) 403/451-3971	TWX 037-43191	11420-170 St. - Edmonton, Alberta T5B 1L7	lechugas, coliflor, banano, cebollas, tomates, papas

EMPRESA
FONDOS

TELEX

DIRECCION
CASILLA

PRODUCTOS

* PAIS: PUERTO RICO

JSG Trading
809/836-1197

Mercedita P.R. 00715

pimientos, papas, cebollas

Caribbean Produce Exchange Inc.
(809)793-0750 TWX 3259868

Caparra Heights, San Juan 00922
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ajos, papas, tomates, pimientos

EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: ARABIA SAUDITA			
Panda united Corporation Ltd.		3311, Oleya 30th Street Riyadh 11471	aguacates, frutillas, mangos, gengibre, papaya, maracuya, coliflor, zanahorias, hongos, limas, pimientos
4644992	202020 PANDA SU		
Halwani Bros.		Petromin Road Jeddah 21421	papas, tomates, coliflor, cebollas, ajos, zanahorias
6399810	400176 FAWAI SU		
Mahammed A. Sharbatly Coldstores		Jeddah	banano, mangos
6930052	403491 ELHANI		
Saudi food Supplies & Supermarket Corporation		Jeddah 21441	limones, zanahorias
6448550	400709 SAFA SU		

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: INDONESIA			
Wigah Perkasa, P.T. 634619	41191 WIGAH JKT	Jl. Gunung Sahari 12E - Jakarta Pusat	frutas
P.T.L.Or Intoserve 376409	46393 LOR JKT	Jalan Prapatan 22 (Kwitang) - Jakarta	frutas
D.V.Pedjuang 627268	41191 WISAM JKT	Jalan Gunung Sahari 12-E - Jakarta Pusat	frutas
D.V.Hero 637109	46674 HERO IA	Hayam Wuruk Plaza 2, 4th floor, Jl. Hayam - Jakarta	frutas
D.V.Alaidtraco 676658		Jalan Pintu Kezi 11-4E - Jakarta	frutas
P.T.Biru & Sons Limited 678309	42093 BIRU IA	Jalan Perintis Kemerdekaan - Jakarta Barat	frutas
P.T.Gelael Supermarket 771260	48525 GELAEI IA	Jalan Melawai Raya 64-65 - Jakarta	frutas

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EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: JAPON			
Fedd International Japan Inc. 03-479-3521	TWX 2426948 FIJTYO J	Nichii Group Bldg. 5th floor - 8-5-30, Akasaka, Minato-ku	limones, melones, esparragos
Ito-Yokado Co., Ltd. 03-459-2500	J-23841 YORRSHOF	1-4 Shibakoen 4-Chome Minato-ku, Tokyo 105	limones, frutillas, cebollas, esparragos
Tokyo Seika Trading Company, Ltd. 03-257-3224/3228	2223192 TOIOHI J	NO. 15-1, 3-chome Sotokanda, chiyoda-ku - Tokyo 101	banana, pinas, mangos, melones, aguacates, papayas, limones, limas, maracuya, frutillas
Tominaga Boken Kaisha, Ltd. (078)231-4771	TWX 05623005 TOMKO J	Koel Building 2F, No. 1-15, 4-Chome Goko-dori, Chuo-ku Kobe	limones, cebollas, esparragos
Kyosei & Co. Ltd. 06-541-6045	TWX 63724 KYOSEI J	14-25, 1-chome Itashibori Nishi-ku - Osaka	melones, limones
Royal Co. Ltd. 075-343-6060	TWX 5422034 ROYAL J	1-1 Sujiyaku, Shokai-cho Shinjyo-ku - Kyoto 650	limone, frutillas, pinas, aguacates, cebollas, banana, esparragos, melones, limas
Castle & Cooke (Japan), Ltd. 03-2371481	02322786 CCKK J	Sabokaikan-Bekkan 7-4, Hirakawacho 2-chome Chiyoda-ku - Tokyo 102	banana, pinas, aguacates, mangos, esparragos, melones, limones

EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: HONG KONG			
Shing Shun Lan Ltd.		148 Connaught road West, Rm 2504 Singga Comm'l Centre	frutas y vegetales frescos
5-485283	TWX 85161 SSSL HX		
Wing Tak Hong		40 Waterloo Road, 12/F, room 3 Kowloon, Hong Kong, E.C.C.	frutas y vegetales frescos
3-315196	TWX 54374 WTAKKH HK		
Wing Kee		33-35 Mun Sha Street 6/F - Tai Hang, Hong Kong, E.C.C.	aguacates, tomatos, frutillas, lechugas, esparragos, melones, brocoli, coliflor
5-7954333	TWX 62340 WYHK HX		
Kinong Company Ltd.		122-124 Connaught Road Central, Harbor Commercial Bldg. 7th floor	frutas y vegetales frescos
(5) 412991	TWX 75725 KINLT HX		
Manetta & Co. Ltd.		Suite 1107, Tower 2, Silvercord, 30 Canton Road Tsimshatsui, Kowloon	limones, melones
3-7216113	TWX 53380 MANET HX		

EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: ALEMANIA REP. FED.			
Fruchthansa 221-38-06-01	TWX 8882753	Grossmarkt, D 5000 - Cologne 51	aguacates, mangos, cebollas, citricos
Fruchtimport P. Van Wylick GMBH 0211 48 44 26	85 84 048 PEWE	Rather Str. 25 or Postfach 33 09 d-4000 Duesseldorf BRD	aguacates, papayas, frutillas
Tropf-Tropen Fruchtimport GMBH 04/335596	2173211 TROP D	Lippeltstrasse 1 - D2000 Hamburg	frutillas, limas, frambuesas, mangos
Ulrich Schulze GMBH M 040-24 95 47	02 162 460	Hogerdamm 3 - 2000 Hamburg 1	flores frescas
Hinrich Hey 040-33 15 35	216 10 11 HEY D	Postfach 10 30 27 - D-2000 Hamburg 1	frutas y vegetales frescos
Multiflor Blumenimport GMBH (0)6107/4010	TWX 4-17754 mflor-d	Am Aspennaag 7 - 6092 Kelsterbach	flores frescas
PH. Astheimer & Sohn 32-83-0	211 477 PA D	Oberhafenstrasse 1, Fruchthof - 2000 Hamburg 1	banana, limones, lechugas
Edeka Fruchtkontor GMBH 40/302090	2193 711 EEP D	Grossmarkt 2000 Hamburg 1	frutas y vegetales frescos

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: DINAMARCA			
Gasa Aarhus A.M.B.A. 6-24 11 00	64183	Finlandsgade 17 - DK 8200 Aarhus N.	flores, frutas y vegetales frescos
Lembcke A/S 45 1 303822	22379 LEMFR DK.	Groenttorvet 226-230 DK 1250, Copenhagen Valby,	frutas y vegetales frescos
Lemflora A/S 01 306422	27224 LEMFL	Groenttorvet 270, 2500 Valby - Copenhagen	flores frescas
Nordisk Andelsforbund (01) 15 15 33	27111 NAF	Vester Farimagsgade 1, 5th floor 1605 Copenhagen	frutillas, melones, banana, lechugas, tomates, pepinillos
Dansk Supermarked Indkøb A/S 0627 55 66	68668 DS FOOD	Bjokstrupvej 18 -DK-8270 Hojbjerg	frutas, vegetales y flores frescos

EMPRESA FNOS	TELEX	DIRECCION CASILLA	PRODU: JS
* PAIS: ESPANA			
Casa Julian (1) 4191641	23850	Hortaleza, 118 - Madrid 28004	frutas y vegetales
Agnefruits S.A.	62123	Jaime Roig, 25 - Valencia 46010	frutas y vegetales
Fercofruit S.A.	97566	Mercobarna Longitudinal, 7 - Barcelona	frutas y vegetales
Aoracosa (73) 770000	57708	Carretera Lerida, Km. 23 - Lerida	frutas y vegetales
Agro Exportaciones S.A. 64377		Virgen del rosario 21-23 - valencia	frutas y vegetales
Jose Knick S.A.	62730	Botanico Cabanillas, 30 - Valencia 46010	frutas y vegetales
gonzales Garba e Hijos S.A. 77113		Redon Espinosa, 2 - Malaga 29007	frutas y vegetales
Frigorificos del Segre S.A. 95207		Darr. Torregarrera Kn. 5.2 - Lerida	frutas y vegetales
Incoteco S.A. (1) 4114412	44195	Castello, 82 - Madrid 28006	frutas y vegetales

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: FINLANDIA			
Bernier Ltd. 358 176 521	124447 EERNR SF	Helsinki, Finland	tomates, aguacates
Finnish Co-operative Wholesale Society (SOK) 1894252	124456	Pasakviandan 12E Postbox 460 SF-00101 Helsinki 10, Finland	frutas y vegetales frescos

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EMPRESA FCNOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: FRANCIA			
Klein Sopa Reunis (1) 687-25-00	270904 KLEIN	8, rue des Tropiques-EMO - 95438 Rungis Cedex, France	mangos, tomates, aguacates, limas, frutillas, pimentones, papas, pinas
Georges Helfer SA. (1) 687 25 17	TWX 270802F	501 rue de la Tour, Centra 221 - 94576 Rungis Cedex, France	aguacates, melones, citricos
Pascual France S.A. 6872515		Marche international Saint Charles - Perpignan 66000, France	frutas y vegetales frescos
Prinzel S.A. 687-22-92	TWX 204914	2 avenue de Flandre - PLA 103 - 94587 Rungis Cedex, France	frutas y vegetales frescos, limas, aguacates, mangos, limones
Blue Whale (61) 62 95 37	520400	76 Allées Jean Jaures - Toulouse 31000, France	frutillas, mangos, aguacates, tomates, papas, cebollas, ajos, pimentones
D. Minnaar-France S.A.F.L. (1) 687-35-46	204506 MINNAAF	1 rue de la Reunion - Batiment 1-4, Entrecots 105 - 94538 Rungis Cedex	tomates, pimentones, cebollas, aguacates, cocos
Dunand & cie. (1) 261-5682	210603 DUNAND	10 rue Colonel Driant, Paris, France	limones, banano, pinas, mangos, aguacates, tomates, papas
Compagnie Fruitiere 91/02 70 46	410036 FABFEDD	13309 Marseille Cedex 14, France BP 354	limones, limas, mangos, banano, pinas, aguacates, tomates

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EMPRESA FONOS	TELEX	DIRECCION CABILLA	PRODUCTOS
* PAIS: ITALIA			
Litro & C. Ssa di Fedrico Litro 02-741803	310265	Piazza Emilia 1 - 20129 Milano	vegetales, papas
Fruttital Spa (182)20231	270221 ORSERO I	Via Lombroso 54 - Milan 107-1703	esparragos, frutillas
San Carlo Ind. Specialita Alimentari 02-6225	320546	Via Turati 40 - 20121 Milano	papas
Stagni Massimo 0425-95035	410351	Via M. D'Azeglio 1 - 35048 Stanghella (PD)	papas
Standa S.P.A. 02-66311	311416 STANMI I	Via Celestino IV - 20123 Milano	vegetales
Ortola Trades Investments S.P.A. 51-325620	226248 ITI I	Via Bonavia 5 S. Zaccaro - Bologna	floras eturales
Fruccon S.P.A. (010)299-305	071452	Via Rolleri, 7 - 16125 Genova	frutas
Do-Frutta Soc. Coop. a.r.l. (049) 661-044	431351	Passeggio Corner Piesoppa, 10 (Palazzo Borromeo) - 35137 Padua	frutas
ABC S.P.A. 06-5230251	610451	Via Della Magliana 724 - 00148 Roma	vegetales, frutas, frutillas, citricos
Nicolai Augusto & Figli S.R.L. 06-648-0048	611144	Via Fontina Km. 14 - 00128 Roma	frutas
Dadekv. W.S.p.a. 0471-40244	40024	Via duca D'Acosta 39 - 39100 Bolzano	vegetales, frutas, frutillas
Compagnia Italiana della Frutta (C.I.F.) S.p.A. (06) 847-951	612648	Piazzale Luigi Euzio, 31 - 00144 Roma	frutas
Comefructa S.p.A. (06) 855-276	612367	Via Mellini, 42 - 00198 Roma	frutas

EMPRESA FONOS	TELEX	DIRECCION CASILLA	PRODUCTOS
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* FAIS: HOLANDA

Nico de Jong B.V. 03405-61645/63744	47606 NICO NL	39010 CA Bunnik 72, Schoudermant	mangos, melones, tomates, pimentones
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B.V. International Fruit co. (10) 36 40 22	22169 IFC	Westersingel 45 - 3014 ST Rotterdam	limones
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United Brands Continental B.V. 10-365155	22086	3000 AH Rotterdam 309	banano
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Bud Holland B.V. (15) 611551	76154	Postbus 8 NL-2600 AA Delft	frutas / vegetales frescos
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EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: PORTUGAL			
Loao Ferreira Pinto & Filho, Lda. 31625085	25328 PINTOS	rua Mouzinho da Silveira, 34 - 4000 Porto	frutas
Agrotading-Importacao e Exp. de Prod Alimentares 52-24-09	62023 AGROT P	Largo do Leao, 12, 4, Dt - 1000 Lisboa	frutas
Arsica-Artur Simoes Caetano, Lda. 251-51-32	14471 ARSICA P	Rua da Guine, 16, Prior Velho - 2685 Sacaver	frutas
E. Monteiro da Cunha 57-67-08	14132 EMC	Av. Miguel Bombarda, 129 r/c - 1000 Lisboa	frutas
Frulague-Agrucultura Comercio e Industria, Lda. 89-11-54	15027 PANIP	Av. Joao Crisotomo, 32.2 Esq. - 1000 Lisboa	frutas
Martins & Santos, Lda. 60-32-85	18391 DOBAN P	Av. 24 de Julho, 96. 1 - 1200 Lisboa	frutas

EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: INGLATERRA			
Havnes Farm Produce Ltd. (0242) 38021	87175 DAKFLD	New road, Southam, Chetenham - Gloucestershire GL52 3NX	higos
Janic (import-export) Ltd. 01/247/9677	TWX 883657	408 London Fruit Exchange - Epsitafields Market	frutillas, esparragos
Wlein & Simms Ltd. 01-720-5406	915241 WANDS	276-280 Flower Market - London SW8 5NB	fibras, frutas y vegetales tropicales
Yaciedo McDonoe (London) Ltd. 01-247-3133/7807	886066	59 Brunsheld Street - London E1	frutas
Marden Fruit Packers 965748 MARFRU G		Wheelbarrow Stores - Pettenden lane, Marden Kent	frutas y vegetales
Max Levin & Partners Ltd. 01-622-6058	919277 MLevin G	215 Market Towers - London W89BN	limones, mangos, aguacates, melones, cebollas, zanahorias, papas, frutillas
J. Sainsbury P.L.C. 01 921 6243	244241 JSAIN G	Stanford Street - London E61 9LJ	frutas y vegetales
A.K. Ballantine & Company 011-44 48 67 2064		Buildford road, Fimbright, Woking - Surrey 9024 0BY	cebollas, zanahorias, esparragos, frutillas, melones, aguacates, papayas, higos, limas
Co-operative Wholesale Society Ltd. 061-7752611	669915	Liverpool Road, Higher Inian - Manchester M30 6EL	frutas y vegetales
Compagnie Fruitiere (UK) Ltd. 01 720 7766	19759/928699 CFFLIT G	408-416 Market Towers	frutillas, pinas, banana, tomates, cebollas, zanahorias, coliflor, brochantones, melones
The Connolly Group 01-247-4880	957774	26 London Fruit Exchange - London E1 6EL	frutas y vegetales
Du Bois Enterprises Ltd. 01-247-0884	261234 TL6VST G	107 Commercial Street - London E1	aguacates, mangos
Eurodix Ltd. 236222	32302	Morley way, Woodston Industrial Area - Peterborough PE2 3PA	frutas y vegetales
Farm Produce Packers Ltd. 061-7757111/3	666977	641/651 Liverpool road - Inian M30 5BN	cebollas

EMPRESA FONDOS	TELEX	DIRECCION CASILLA	PRODUCTOS
Fyffes Group Ltd. 01-499 3411	25392	15 Stratton Street - London W1A 2LL	frutas y vegetales, flores naturales
John Gibb & Sons		thames House, Wandsite Road - London SE18 5NU	alcachofas, espárragos, zanahorias, coliflores, pepinillos, okra, cebollas, papas, aguacates, banano, limones, mangos, melones
01-855-6454	TW: 896207		
B Thompson Limited		32 Hemstead High Street, Hilldown House - London NW3 1QI	coliflores, arvejas
01-794-0677	888546		
J.O.Sims Ltd.		Winchester Walk, Borough Market - London SE1 9AG	aguacates, frutillas
01 407 0756	TW: 885366		

EMPRESA FONDS	TELEX	DIRECCION CASILLA	PRODUCTOS
* PAIS: SUECIA			
Malte Ewerman Ab (0)42180310	72267 EWERMAN S	Planteringsvagen 9 - 25129 Helsingborg	frutas y vegetales
Ab Citrusfruktre 042/120540	72269	Strandbadsvagen 15 - 252 29 Helsingborg	frutas y vegetales
Kooperativa Forbundet 08-743 10 00	19490 KOOP S	S-104 65 Stockholm	frutas y vegetales, papas, flores naturales
Saba Trading Ab 031-840860	27673	Gothenburg 40013	frutas y vegetales
Ask-Centralen Ab 42-3970000	72231 ASKLOB	Torbarnavagen 13 - 253 68 Helsingborg	frutas y vegetales
Ica Frukt Och Gronsaker Ab 042-1890000	72350 ICA-H86	Helsingborg 251 07	frutas y vegetales, papas, flores naturales

EMPRESA		DIRECCION	PRODUCTOS
FONDOS	TELEX	CASILLA	
* PAIS: SUIZA			
Ernst Giovanelli		Talackerstr. 4 - 8500 Frauenfeld	frutillas, frambuesas, esparragos,
54 01 05 04/15	761 50		melones, hongos

APPENDIX B

FEDEXFOR Lotus 123 Worksheets

INDICE DE TRABAJOS CON LOTUS 123

FDX000

Exportaciones a Mexico. Miles US\$ fob. (81-85).

FDX005

Exportaciones a Alemania Occidental. Miles US\$ fob (81-85)

FDX010

Exportaciones a la Argentina. Miles US\$ fob, (81-85).

FDX020

Exportaciones por grupos principales de productos, en base a los permisos concedidos. Miles US\$ fob. (80-85).

FDX040

Exportaciones a Venezuela. miles US\$ fob. (81-85).

FDX050

Exportaciones a Colombia. miles US\$ fob, (81-85).

FDX060

Exportaciones a Chile. miles US\$ fob. (81-85).

FDX070

Exportaciones a Brasil. miles US\$ fob, (81-85).

FDX080

Exportaciones a Peru. miles US\$ fob, (81-85).

FDX090

Exportaciones a Bolivia. miles US\$ fob, (81-85).

FDX100

Balanzas comerciales de países del Grupo Andino y ALADI, miles US\$ fob. (81-85); EU, y Alemania Federal

FDX130

Exportaciones al Paraguay, miles US\$ fob, (81-85).

FDX140

Exportaciones al Uruguay, miles US\$ fob, (81-85).

FDX160

Estado de Perdidas y Ganancias, del sistema de contabilidad general.

FDX170

Balance General del sistema de contabilidad general.

FDX180

Resumen financiero de presupuesto y gastos efectuados durante el año I,

FDX182

Año II - trimestre I

Cuadro 1: Movimiento de la cuenta en sucres y detalle de proyecto promoción de exportaciones.

Cuadro 2: Movimiento de la cuenta en sucres y detalle de proyecto promoción de exportaciones.

reembolsables.

FDX183

Año II - Trimestre II

Resumen financiero del programa AID-FEDEXFOR

FDX184

Año II - Trimestre II

Cuadro 1: Movimiento de la cuenta en sucres y detalle de gastos del proyecto promoción de exportaciones. (año 2 - trimestre 2).

Cuadro 2: Movimiento de la cuenta en sucres y detalle de gastos del proyecto promoción de inversiones. (año 2 - trimestre 2).

FDX185

Año II - Trimestres I y II

Resumen financiero de los 2 primeros trimestres del año II.

FDX186

Resumen financiero del programa AID-FEDEXFOR (año II - trimestre II), sin cuentas de movimientos y de los 3 proyectos.

FDX187

Resumen de gastos según registros contables en sucres y su equivalente en dolares del convenio AID-FEDEXFOR desde el 1-oct-84 al 31-mar-86.

FDX189

Año II - Trimestre III

Convenios AID-FEDEXFOR, anexo de fondos disponibles (abr-jun/86)

FDX190

Valor FOB exportado por las empresas registradas en FEDEXFOR, clasificadas por cuota de afiliación.

FDX191

Año II - Trimestre III

Informe financiero al 30 de junio de 1986. Convenios AID-FEDEXFOR.

FDX192

Presupuesto año II e informe de gastos para al año II, hasta el 30 de junio de 1986 de los Convenios AID-FEDEXFOR.

FDX195

Exportaciones a Colombia, en los periodos ene-oct-84 y ene-Oct-85, valor fob y peso neto.

FDX200

Proyecto de presupuesto de sueldos mensuales de los funcionarios de FEDEXFOR.

FDX201

Descripción de los sistemas automatizados que han sido implementados.

FDX202

Descripción de los sistemas automatizados que van a ser implementados.

FDX203

Exportaciones por destino, realizadas en 1985, ordenadas descendientemente por valor fob, Además agrupadas por zonas geográficas y zonas económicas.

FDX204

Exportaciones por producto, realizadas en 1985, ordenadas

FDX205

Exportaciones por partida NAB, realizadas en 1985, ordenadas descendientemente por valor fob.

FDX206

Empresas afiliadas a FEDEXPOR, clasificadas por cuotas de afiliación.

FDX208

Cuadro comparativo y conclusiones a los sistemas de contabilidad consultados por P. Hoover y Stern y Narango.

FDX209

Exportaciones de productos madereros y afines, periodo 84-85, miles US\$ fob.

FDX212

Detalle de los equipos dotados por el convenio AID-FEDEXPOR, agrupadas por orden de pedido.

FDX213

Inventario de los equipos de computación.

FDX214

Inventario del mobiliario y equipo de oficina de las ciudades de Quito y Guayaquil de FEDEXPOR al 30 de junio de 1986.

FDX215

Empresas afiliadas y su cuota mensual de afiliación.

FDX216

Año II - Trimestre IV
Detalle de gastos efectuados

FDX217

Año II - Trimestre IV
Resumen financiero.

FDX218

Año III - Trimestre I (1 octubre/86 al 31 octubre/86)
Resumen financiero

FDX219

Año III - Trimestre I (1 octubre/86 al 31 octubre/86)
Detalle de gastos efectuados.

FDX220

Cotizaciones de frutas y vegetales

FDX221

Cuadro comparativo de las exportaciones ecuatorianas por productos principales, para los primeros semestres de 1985 y 1986. La fuente utilizada son los permisos concedidos por el Banco Central.

FDX222

Precios de rosas rojas en la ciudad de Miami, para los años de 1983, 1984, 1985, 1986 y 1987. Se tienen graficos de tendencia para cada año, entre precios mínimos y máximos, así como una comparación de precios mínimos y máximos entre las cotizaciones de 1985 y 1986.

FDX223

Tendencia de las exportaciones ecuatorianas de flores naturales

otorgados por el B. Central.

FDX224

Datos relacionados con la concesion de creditos, del proyecto de fondos reembolsables.

FDX225

Empresas que constituyen la Asoc. de Floricultores.

FDX226

Detalle de egresos e ingresos para 1 1/2 Ha., en la cual se va ha sembrar visa y variedades.

FDX227

Exportaciones ecuatorianas efectuadas en los primeros semestres de 1985 y 1986 para productos primarios e industrializados.

FDX228

Incentivos a las exportaciones en los paises del Grupo Andino.

FDX229

Anio IV - Trimestre I (1 noviembre/86 al 30 noviembre/86)
Detalle de gastos efectuados

FDX230

Anio III - Trimestre I (1 noviembre/86 al 30 noviembre/86)
Resumen financiero.

FDX231

Detalle de egresos e ingresos durante el anno de 1986, del Convenio AID-FDX.

FDX233

Importaciones realizadas durante 1985, por los E.U., para frutas y vegetales frescos. En Toneladas metricas.
esparragos, aguacates, banano, frejol, moras, brocoli, col, melon cantaloupe, zanahoria, coliflor, apio, cereza, maiz, pepinillo, berenjena, ajo, limones, limas, mangos, melon honeydew, hongos, cebollas, papayas, melocotnes, arvejas, pimentones, pinas, ciruelas, rabanos, arveja china, frutillas, mandarinas, tomates.
Net Lock, 12, 4 1986

FDX234

Fecha de vuelos para los embarques de flores naturales

FDX235

Anio III - Trimestre I (1 de diciembre/86 al 31 de diciembre/86)
Detalle de gastos efectuados

FDX236

Anio III - Trimestre I (1 de diciembre/86 al 31 de diciembre/86)
Resumen financiero

FDX237

Anio III - Trimestre II (1 de enero/87 al 31 de enero/87)
Detalle de gastos efectuados.

FDX238

Anio III - Trimestre II (1 de enero/87 al 31 de enero/87)
Resumen financiero

FDX239

Precios de frutillas

FDX240

Precios de melones honeydew

FDX241
Precios de arveja china

FDX242
Precios de esparragos

FDX243
Precios de okra

FDX244
Precios de jengibre

FDX245
Precios de alcachofas

FDX246
Precios de pinas

FDX247
Precios de frambuesas

FDX248
Precios de limon persa

FDX249
Precios de toronjas

FDX250
Precios de uvas

FDX251
Precios de moras (blackberries)

FDX252
Precios de hongos (mushrooms)

FDX253
Año III - Trimestre II (1 de febrero/87 al 28 de febrero/87)
Detalle de gastos efectuados.

FDX254
Año III - Trimestre II (1 de febrero/87 al 28 de febrero/87)
Resumen financiero

FDX255
Balanzas comerciales de varios países

FDX256
Resumen del informe financiero de lo presupuestado al inicio del
proyecto AID-FDX con los gastos efectuados a la fecha
(febrero.87)

FDX257 Año III - Trimestre II (1 de marzo/87 al 31 de marzo/87)
Detalle de gastos efectuados.

FDX258
Año III - Trimestre II (1 de marzo/87 al 31 de marzo/87)
Resumen Financiero

FDX259
Caudro resumen de las empresas afiliadas afiliadas por sectores
industriales y ciudades. Tiene 2 graficos. 1 (pie) relacionado
con las empresas y sectores industriales, y 2 de barras
relacionado con las empresas y la ciudad de ubicacion.

APPENDIX C

FEDEXPOR WordPerfect Reports
and
Reports realized in Sidekick

INDICE DE TRABAJOS CON WORDPERFECT

FDX001

Especificaciones técnicas sobre algunos productos del programa AID-FEDEXPOR. (caña, arveja china, alcachofas, melon honeydew, palmitos, frutillas, espárragos, moras, comidas enlatadas, tamarillo, babaco, pinnas)

FDX002

Consejo de usuarios del transporte (V.2)

FDX003

Manual del usuario para el Sistema Directorio de Exportadores.

FDX004

Memo sobre anticipo de 1 día de vacaciones.

FDX005

Informe sobre selección de digitadora.

FDX006

Cronograma de trabajo para el estudio de los regímenes aduaneros especiales destinados a la producción exportable.

FDX007

Estudio de algunas especies madereras, elaborado en IN ORDE. (ingles)

FDX008

Actividades desarrolladas en el CC, en el trimestre Oct-Dic/85.

FDX009

Especificaciones técnicas para un posible equipo a ser adquirido para procesamiento de palabras.

FDX010

Manual del usuario para el Sistema de Cuentas por Cobrar.

FDX011

Manual del usuario para el Sistema de Contabilidad.

FDX012

Inventario de hardware y software, distribuido en las oficinas de Quito, Guayaquil y AIMA.

FDX013

Actividades desarrolladas por las digitadoras al 86/09/02.

FDX014

Formulario de consulta para preguntas de FEDEXPOR-DEVRES y respuestas desde DEVRES a FEDEXPOR.

FDX015

Política Monetaria-Crediticia y Política Cambiaria.

FDX016

Informe sobre reuniones de la Red Nacional de Información a LSJ.

FDX017

Formulario de solicitud de afiliación y tabla de cuotas.

FDX018
Informe sobre reuniones de la Red Nacional de Informacion a RR.

FDX019
Calendario de actividades a ser desarrolladas en Guayaquil.

FDX020
Informe sobre las actividades desarrolladas en Guayaquil.

FDX021
Cronograma de actividades del programa AID-FEDEXFOR, año 2 -
trimestre 1.

FDX022
Cronograma de actividades del programa AID-FEDEXFOR, año 2 -
trimestre 2.

FDX023
Proyecto de estatutos para la formacion del Consejo ecuatoriano
de usuarios del transporte internacional. (V.1)

FDX024
Informe sobre los sistemas implementados.

FDX025
Comentarios de PH sobre la reunion sostenida en FEDEXFOR, sobre
los sistemas implementados y posibles mejoras.

FDX026
Manual del usuario para el sistema de precios internacionales de
productos.

FDX027
Detalle de la informacion que procesa cada sistema implementado
en estas oficinas.

FDX028
Perfil de melon honeydew

FDX029
Perfil de pinas

FDX030
Perfil de arveja china (snow pea)

FDX031
Perfil de frutillas (strawberries)

FDX032
Perfil de cilantro (coriander seed)

FDX033
Perfil de okra

FDX034
Perfil de genjibre (ginger)

FDX035
Perfil de esparragos (asparagus)

FDX036
Perfil de alcachofas (artichokes)

FDX037
Perfil de papaya

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FDX038
Perfil de chayote

FDX039
Perfil de melon cantaloupe

FDX040
Perfil de pepinillos enlatados (pickling cucumbers, fresh pack)

FDX041
Perfil de string beans, snap beans

FDX042
Perfil de col endivia (endive, belgian)

FDX043
Perfil de col de Bruselas (Brussels Sprouts)

FDX044
Perfil de aguacates (avocados)

FDX045
Perfil de nabo

FDX046
Perfil de peppers green and red. (pepinillos rojos y verdes)

FDX047
Perfil de arveja gandul (pigeon peas)

FDX048
Perfil de cebolla vidalia (vidalia onion)

FDX049
Perfil de maracuya

FDX050
Perfil de asafran (saffron)

FDX051
Perfil de achicoria roja (Red chicory)

FDX052
Perfil de Maiz Fresco pequeno (Fresh baby corn)

FDX060
Proyecto de reforma de los estatutos de Fedexpor

*** Esta serie de trabajos estan realizados en Sidekick ***

FDX028 precios de melones honeydew
FDX029 precios de pinas
FDX030 precios de snow peas - arveja china
FDX031 precios de frutillas
FDX032 precios de limon persa
FDX033 precios de okra
FDX034 precios de gengibre
FDX035 precios de esparragos
FDX036 precios de alcachofas
FDX037 precios de frambuesas (raspberries)
FDX038 precios de moras
FDX039 precios de toronjas
FDX040 precios de puerros

APPENDIX D

Word Perfect Library Templates

PRODUCTOS

PRODUCTO: ESPARRAGO		TEMA: C
DESCRIPCION: SEEDS		LOCALIZACION: F TLX
COMENTARIO:		
TLX No	FECHA	TEMA
---	11/05/86	BALL SEED, ESTABLISHING SEED PRODUCTION
155	12/18/86	JERSEY GIANT SEED
145	12/08/86	OLD VARIETIES
FDX 86688	12/15/86	SEED PRICE REQUEST
154	12/16/86	RESPONSE WITH PRICES

NOTAS

C = CULTIVO/PRODUCCION/PROCES.	A-XX = CARPETA XX
F = PRECIOS	F-XX = FOLIO XX
G = CULTIVADORES/PRODUCTORES	L = LIBRO
T = TRANSPORTE	
R = NORMAS/REGLACIONES	
B = BROFERS/COMPRADORES	

PRODUCTO	TEMA	DESCRIPCION	LOCAL
ESPARRAGO	C	PLANT BREEDING	A 10
ESPARRAGO	C	SEEDS	F TLX
ESPARRAGO	F	1986-87 SUMMARY	A 10
ESPARRAGO	R	GRADE STANDARDS	A 10

FEDEXFOR

SERVICIOS DE INFORMACION

FECHA	NOMBRE O FIRMA	AFILIADO(S/N)
19/5/1987	Tulio Lopez	N
TIPO	PRODUCTO	TEMA
S	Arveja China	Cultivo

NOTAS

Tipo de Consulta		Ejemplo de Producto/Tema
P = Precios	R = Regulaciones/ Normas	Melones Regulaciones
E = Estadisticas	S = Producto	Piñas Festicidas
D = Directorio Export.		Arveja Cultivo
C = Directorio Comprad.		
F = Demandas de Prod.		
G = Tramites de Export.		
J = Ferias		

FECHA	PRODUCTO	TIP	NOMBRE	TEMA
19/5/1987	Arveja China	P	Tulio Lopez	
19/5/1987	Arveja China	S	Tulio Lopez	Cultivo
19/5/1987		C	Tulio Lopez	de Babako
19/5/1987	Todos	E	Tulio Lopez	a Mexico

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APPENDIX E
FEDEXPOR Membership Trends
and
Member Directory

1
May-87

FEDERACION ECUATORIANA DE EXPORTADORES -FEDEXPOR-
EMPRESAS AFILIADAS CLASIFICADAS POR CIUDADES Y
SECTORES INDUSTRIALES
(AL 4 DE SEPTIEMBRE DE 1984)

SECTORES INDUSTRIALES	AMBATO	CUENCA	GUAYAQUIL	MACHALA	MANTA	FORTOVIEJO	QUITO	SANGOLQUI	TOTALES
1. AGRICOLA Y AGROINDUSTRIAL			7	1			5		13
2. PESQUERO			5			1			6
3. METALMECANICO			2				11	1	14
4. QUIMICO Y FARMACEUTICO			3			1	6		10
5. MADERERO			4				8		12
7. TEXTIL Y CONFECCIONES							4		4
9. OTROS			5				6		11
TOTALES	0	0	26	1	2	0	40	1	70

(AL 19 DE ABRIL DE 1987)

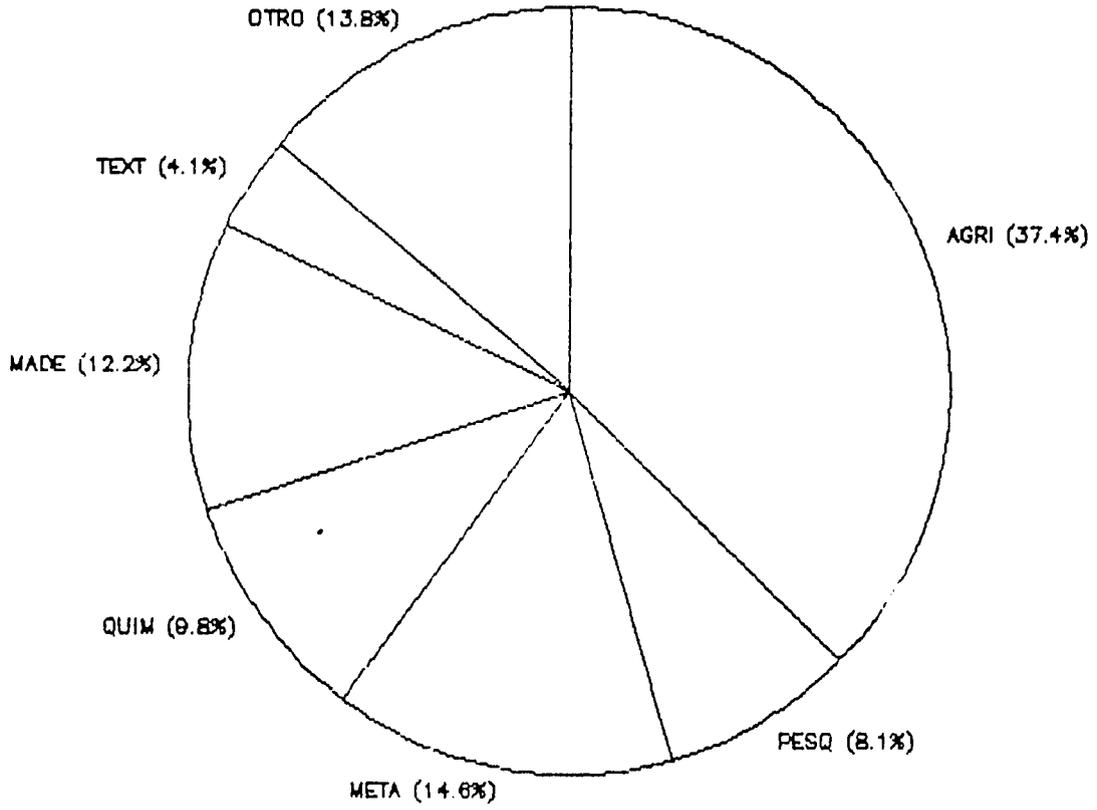
FDX259

SECTORES INDUSTRIALES	AMBATO	CUENCA	GUAYAQUIL	MACHALA	MANTA	FORTOVIEJO	QUITO	SANGOLQUI	TOTALES
1. AGRICOLA Y AGROINDUSTRIAL	2	3	12	2			27		46
2. PESQUERO			8			1	1		10
3. METALMECANICO			4				13	1	18
4. QUIMICO Y FARMACEUTICO			4			1	7		12
5. MADERERO			5				10		15
7. TEXTIL Y CONFECCIONES							5		5
9. OTROS			7				10		17
TOTALES	2	3	40	2	2	1	72	1	123

Fuente y Elaboracion: Fedexpor

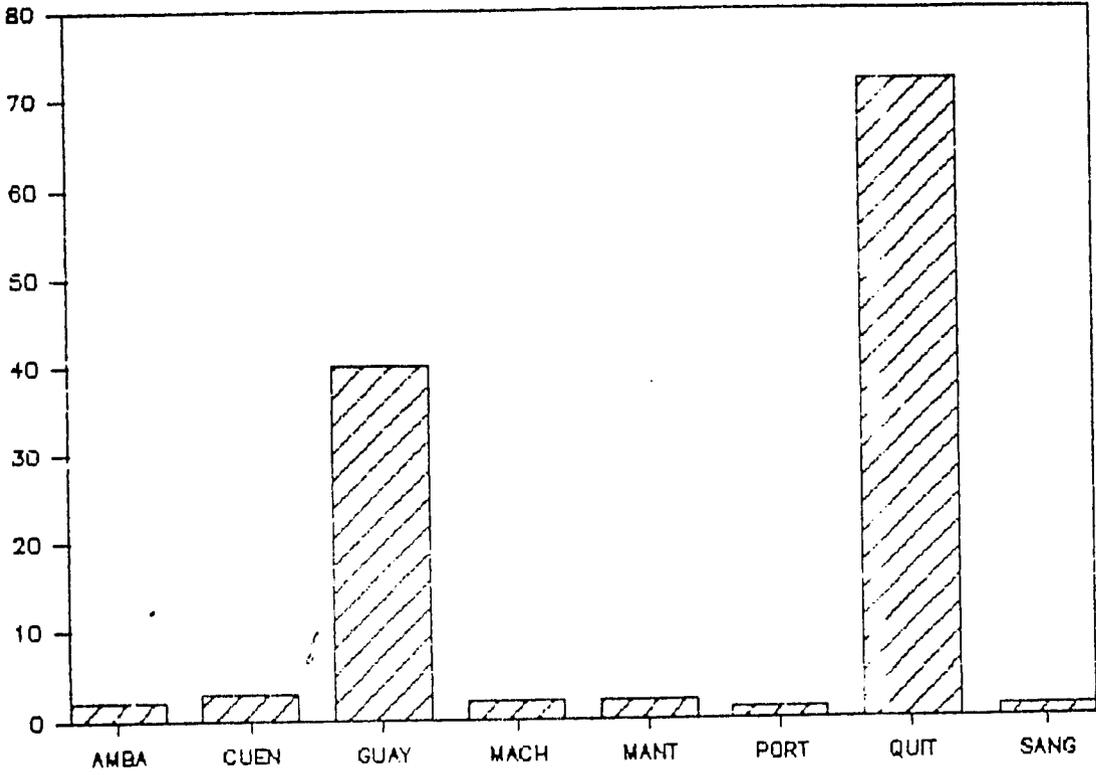
EMPRESAS AFILIADAS

CLASIFICADAS POR SECT. INDUS. (ABR-87)

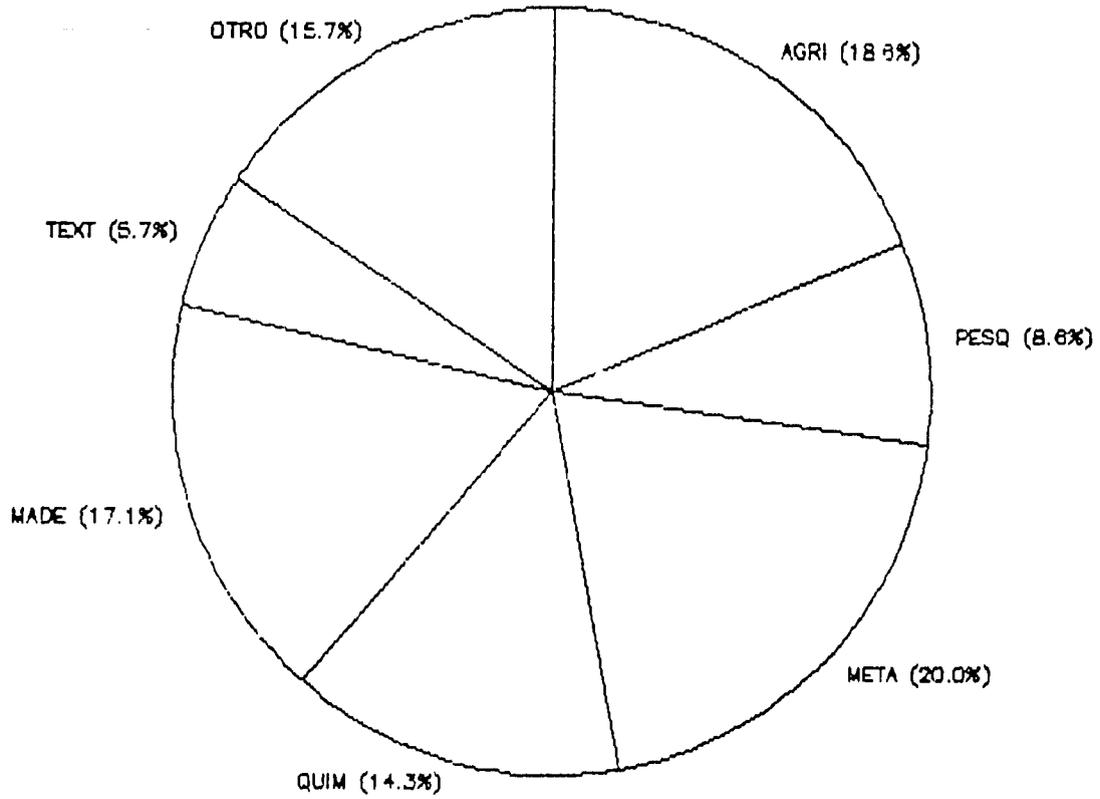


EMPRESAS AFILIADAS

CLASIFICADAS POR CIUDADES (ABR-87)



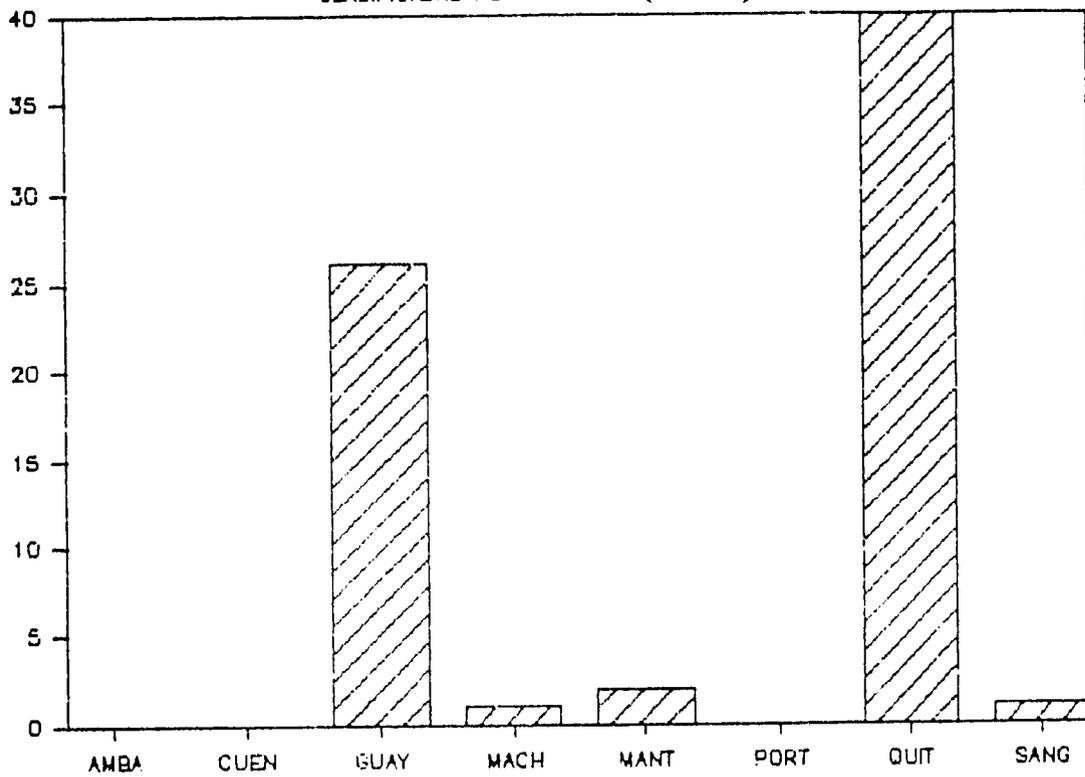
EMPRESAS AFILIADAS
CLASIFICADAS POR SECT. INDUS. (SEP-84)



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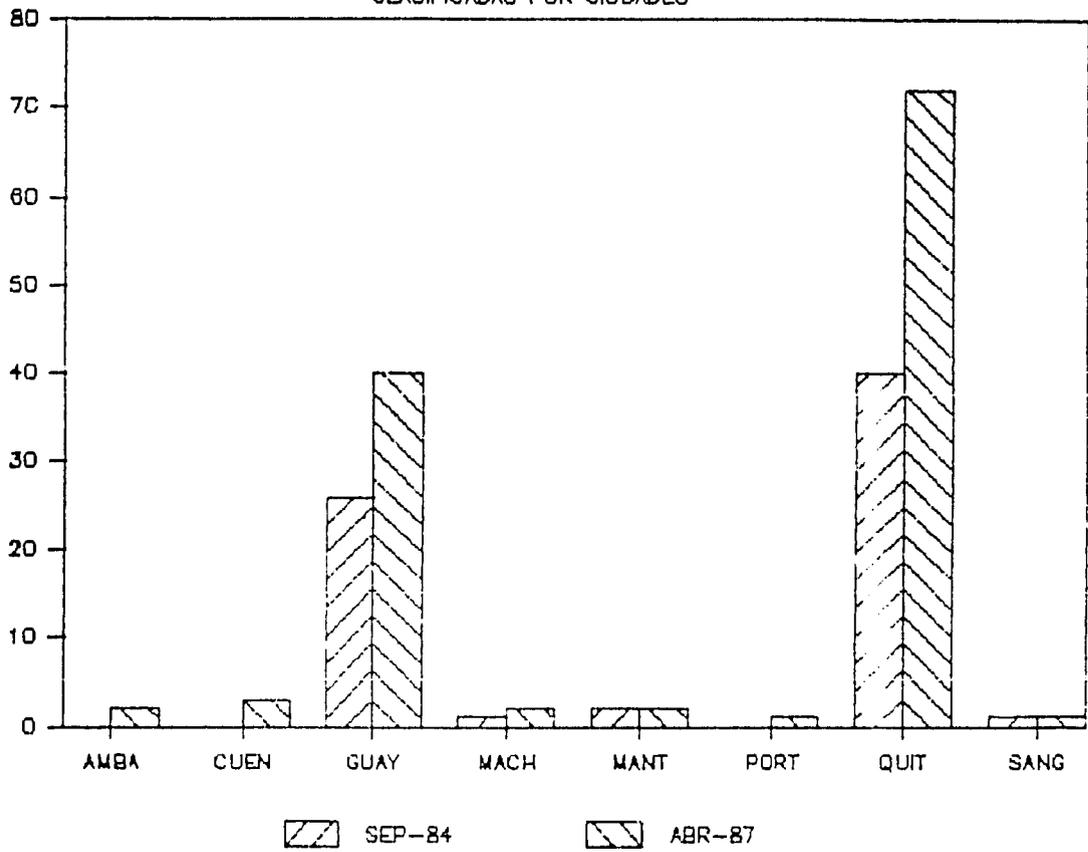
EMPRESAS AFILIADAS

CLASIFICADAS POR CIUDADES (SEP-84)



EMPRESAS AFILIADAS

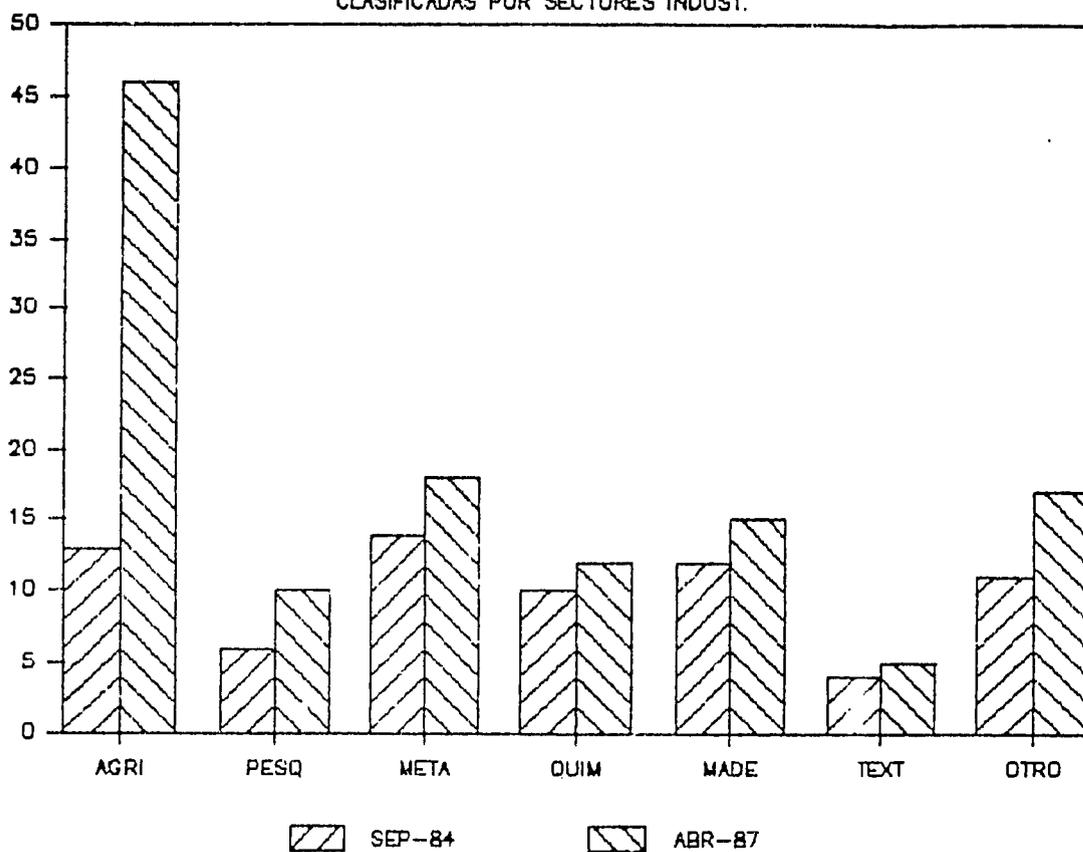
CLASIFICADAS POR CIUDADES



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EMPRESAS AFILIADAS

CLASIFICADAS POR SECTORES INDUST.



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ANNEX 10

Information Systems Reports

PART II

FEDEXFOR INFORMATION SYSTEM

Trip Report & Recommendations

June 24 - July 1, 1988

Submitted By: Dr. Paul S. Hoover

Date: July 20, 1988

Purpose of the Trip

The major goal of this trip were to provide FEDEXFOR technical assistance with communications and implementation of new software, and to review the status of the information system and make recommendations concerning its development. There were also a number of minor tasks associated with a survey of FEDEXFOR members and with helping FEDEXFOR locate and identify bibliographic information.

Trip Description

The afternoon of June 24 and the morning of June 25 were spent in Miami at the FEDEX/DVR office reviewing the work plan, the "Customer/Investor" software designed in May for FEDEXFOR, and the recent experience of Mr. Yeany who had just returned from working with FEDEXFOR. Because direct connection with the database service "AGRIDATA" was to be attempted from FEDEX Quito, time was spent gaining experience with accessing the AGRIDATA database for price and trade opportunity information. Travel to Quito occurred on June 25.

June 27-29 were spent at FEDEXFOR, Quito working with the existing modem, installing lines to connect the modem to the one direct external phone line in the office, setting up RBase System V (replacing RBase 5000) and converting existing programs, installing software which will permit the computer technician (Nelson Navas) in Quito to take control of the computer in the Guayaquil to provide support and training, and reviewing the information system overall. The afternoon of June 30 was spent in Guayaquil placing the modem in this office in operation, installing support software and reviewing use of the information system in Guayaquil. Return to the US was on July 1.

Information System Review and Recommendations

Over the five years that I have been involved with FEDEXFOR the organization has evolved from one which had relatively little information to offer members, to one which has had to implement a computerized bibliography¹ to effectively access and use its information resources. In addition to quantity, the type of information available has altered. In the past, the primary information concerned internal Ecuador regulations and financing options affecting exporters. Information resources today are

¹See Appendix A: FEDEXFOR's Automated Bibliographic System

focused on markets e.g., product profiles, buyer guides, trade opportunities and prices; technical information concerning access to markets, e.g., US FDA regulations and data on transportation options; and information on growing and processing export agricultural products, e.g., horticultural data, guides to product processing.

The organization has also evolved greatly in its level of managing information from one which depended largely on the memories of staff as to what and where information existed, to one which is using its automation resources with increasing effectiveness to access and process information. This capability in being recognized and is resulting in an expanded demand for FEDEXPOR's information related services. Membership in FEDEXPOR has doubled, and both members and non-members are willing to pay for information. "El Exportador"² initiated about two years ago and published bi-monthly continues to provide specific export data and more importantly, is a mechanism for informing exporters about FEDEXPOR's information resources and services.

Other organizations are also interested in tapping information held by FEDEXPOR and in having FEDEXPOR participate in information networks. Recently, FEDEXPOR has signed an information sharing agreement³ with the Ministry of External Relations and has established direct modem communications with the Ministry with the intention of exchanging export trade data. This step will assure FEDEXPOR's participation in a "red nacional de informacion para promocion de exportaciones e inversiones extranjerias" being established by the Ministry of External Relations and the Central Bank of Ecuador.

Consistent with FEDEXPOR's expanding role in both disseminating and processing trade information, the organization participated in a meeting held June 3 - 10 in Lima Peru to create an international trade information network (La Red Andina de Informacion Comercial)⁴ among the five countries who are members of JUNAC (Junta del Acuerdo de Cartagena). In addition, FEDEXPOR has been asked by the Ministry of Agriculture to supply export price information on agricultural export products to be included in a price bulletin published regularly in Ecuador which now carries only domestic agricultural price data.

These positive developments suggest to me that the fruits of the extended effort to establish FEDEXPOR as a viable export trade information resource are now beginning to appear. However, there remain problems and challenges in information acquisition, processing, management, and dissemination at FEDEXPOR.

²See Appendix B: El Exportador--a bi-monthly publication by FEDEXPOR

³See Appendix C: Agreement with the Ministry of External Relations.
Agreement between the Ministry of External Relations and the Central Bank.

⁴See Appendix D: The Andian Commercial Information Network

Information Acquisition:

A long term problem has been sourcing information. It is difficult for an organization in Ecuador to know where to look for and how to access information in the US, and in other countries. Devres, Inc. has provided the US-side link to US information resources, initially, through the main Devres office in Washington, later, through the FEDEX/DEVRES Miami office. However, this approach has never been entirely satisfactory. Communication between the US and Quito offices has been difficult. Requests have often not been well defined -- and FEDEXPOR has felt the responses did not target exactly what was wanted, or were excessively costly. The US-side office has felt that information provided was not getting to the exporter(s) making the request. Some communication difficulties resulted from administrative problems, but some are inherent in the process used which placed the requestor at least three levels away from the information.

A major improvement would be direct access from FEDEXPOR to US electronic information services. The primary barriers to obtaining this access are technical. Ecuador does not have a "packet switch" and hence electronic communication with the US is only available through direct telephone connections. Using the modem presently installed we have not been able to establish 1200 baud connections to US information services such as AGRIDATA, PRONET or Dialog. The present modem is an internal modem and about 4 years old. More recent technology has improved modem sensitivity and ability to communicate even over relatively poor telephone lines. I recommend that a quality external 2400 baud modem be tested and if successful, be installed at FEDEX, Quito. Training should be provided to FEDEXPOR in accessing and using US electronic information sources. Without a packet switch, on-line costs for using US information resources would be high. But for some data, such as daily prices, the timely access to such data would be worth the cost.

It is also difficult to locate information within Ecuador. There are no national bibliographic services for technical information such as NTIS, OCLC, or Dialog Information Services in the US. Indeed, most institutions do not even have a card index system for information stored by the organization. Because advanced bibliographic search services are available in the US, there is a tendency to go to the US for information even when sources may exist in-country. FEDEXPOR has acquired copies of some reports available through ANDE and other sources in Ecuador for topics which have been of interest. FEDEXPOR is now completing an electronic database of its library resources which can be searched by a variety of criteria. Certainly a possible development would be for other sources of technical information within Ecuador to use the same bibliographic software and to create a unified bibliographic resource index of technical information stored at various institutions in the country.

In terms of sourcing information, continuation of the Miami office would be valuable provided:

- a) A staff member employed by FEDEXPOR were in the Miami office to work directly with requestors in fielding and filling information requests.

b) This individual is experienced with or will be trained to use US electronic and hard copy information sources.

NOTE: In the event that Ecuador initiates a packet switch, efficient searching of US electronic information resources could occur directly from the Quito office. However, there would still be higher costs and delays associated with obtaining full text hard copies of information in Quito rather than Miami. The Miami office would probably remain a better choice for information requests involving larger amounts of information.

Information Processing:

FEDEXPOR has developed considerable skill and experience in processing information. Database, spread sheet and word processing software are regularly used to index, manipulate and present information. The major internal limitation is access to the computerized information resources. Only the systems analyst, Sr. Nelson Navas, is fully familiar with using the computers and software. Although most application software is menu driven and accessible to other staff, most FEDEXPOR staff do not feel comfortable using the computer system independently. In my view a major goal should be increasing access and use of the computerized information resources by all staff in both the Quito and Guayaquil offices, most particularly, by the directors and senior staff of the offices.

Existing equipment in both offices is fully utilized. The second computer in Quito and the system in Guayaquil are heavily used for word processing as well as for some information system tasks. Increased use of the computerized information system in the Quito office would be enhanced by increasing the number of workstations from 2 to 4 and linking them by a network. In Guayaquil, a second independent system is needed. A proposal for expanded computer resources appears later in this report.

Information Dissemination:

Publication of the "El Exportador" is the major formal mechanism for information dissemination from FEDEXPOR to its members. A second mechanism is response to specific requests and questions. However, the most active flow of information appears to be informal. Individuals visit the offices and look through information in their areas of interest, taking notes and copying portions of it. As discussed in the following section on information management, record keeping of information flow has been poor and it is impossible to assess the quantity of information disseminated, to determine which members (or nonmembers) have been making use of information resources, or to determine the usefulness of the information from the perspective of users.

A complete list of information available at FEDEXPOR has not been published although when the computerized bibliography is completed such a list organized by topic will be easy to assemble and distribute.

Some of the most valuable information obtained by FEDEXPOR is timely price, transportation, and market opportunity data. Presently, an exporter who wants this information must visit the office, or telephone, or receive it via fax. One suspects that greater use of this and other information would be made if better means of dissemination were in place.

An increasing number of exporters have computers. Informal estimates suggest that 1/3 to 1/2 of FEDEXPOR's membership have installed microcomputers and that the number is rapidly increasing. Many also use modems for domestic communication and some for obtaining data from national and international services.

I recommend initiating an electronic bulletin board (EBB) at FEDEXPOR which could be accessed by members (and others?) to obtain time sensitive data, to search FEDEXPOR'S bibliography, and to "conference" on issues of common interest among groups of exporters. So far as I am aware, there is no bulletin board active in Ecuador. Implementation of an EBB at FEDEXPOR would serve to introduce this increasingly important information dissemination tool and technology to Ecuador. The hardware and software needed are minimal as is the cost of operating the EBB. A single line EBB could be created for less than \$500 in hardware and software. EEB software has the capacity to limit access through passwords, track usage and to maintain user accounts so that users can be charged for on-line services if desired. In so far as FEDEXPOR wishes to become an "information utility", this type of approach would enhance its information management as well as communication and dissemination capabilities.

Information Management:

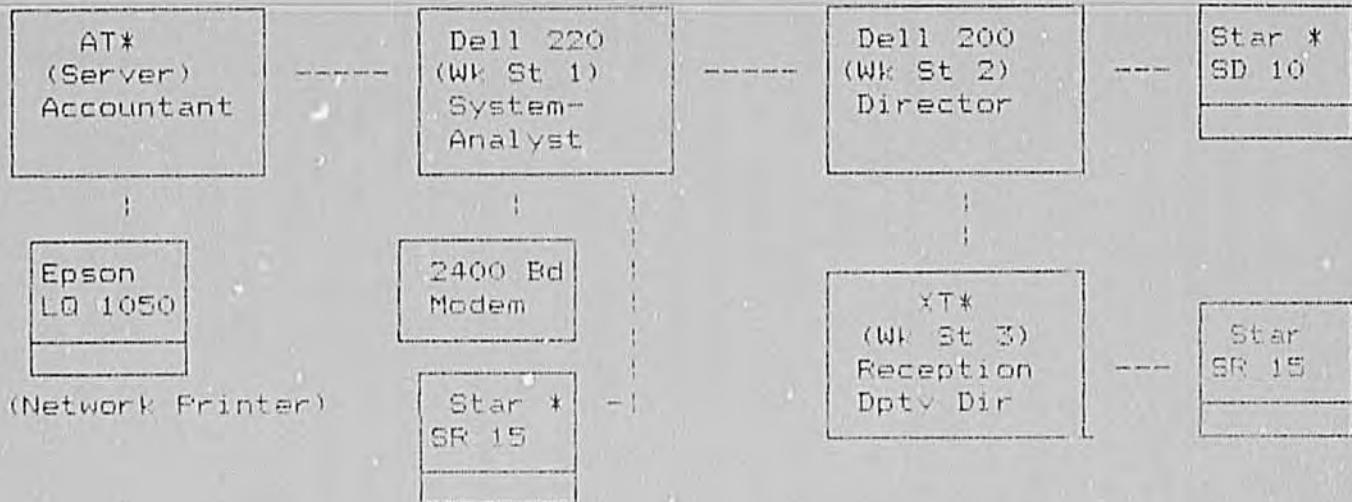
Information management has been weak at FEDEXPOR. Although systems were created to track information activities and communication between the three FEDEXPOR offices, they have not been used with regularity. There are no consistent records of who has obtained and used what information. A constant source of friction between the US and Ecuador offices has been miscommunication about requests for information and responses to these requests. There has often been too many steps between the initial request and final provision of information in response. As in the child's game of telephone what came out at the end sometimes seemed hardly related to the initial request. Also, requests have often been poorly defined or poorly thought out. No mechanism is in place for assigning priority or estimating the cost of obtaining information. Although charges are sometimes made for information, assignment of charges has not been formalized. Until implementation of the electronic bibliography, locating information in the office depended largely on memories of staff members.

In my view, the poor status of information management has resulted from giving this aspect very low priority. The tools for improved management are available at FEDEXPOR and need to be implemented.

Recommendations for Improved Computer Resources:

FEDEXFOR, Quito

A chart of the recommended system for Quito is shown below: The units *'ed are those presently in place.



Discussion:

Network-- An IBM PC broad band network is recommended to enable all users to access the database applications. RBase System V is IBM PC network compatible. Thus the considerable quantity of data, from member lists to bibliography, already entered in RBase files, and the programs written in RBase language are ready for network use. Lotus and Word Perfect programs are not network versions. They can be run on the network from individual stations, but cannot share data. This is not a major limitation because few word processing documents need to be shared and the Lotus data files are relatively small and can be duplicated on each workstation using them. Also, the network printer which has excellent letter quality as well as a rapid draft mode can be used by other workstations when desired.

Equipment/Software needed:	Approx. US Cost
4 IBM Broad Band Network Adapter Cards	\$ 1500.00
200 ft cable (4 line twisted pair)	25.00
8 cable connectors	24.00
IBM Network Program	140.00
IBM Network Support Program	57.00

Workstations--A Dell Model 220 is recommended for the Analyst workstation. This machine is a 20 MHz 286 based machine with a 44 MB HD with 1 MB memory standard. Its processing power is roughly 3-4 times that of the existing AT and comparable to the new IBM Model 80 at about 1/2 the cost. Dell is

the fourth largest US microcomputer manufacturer and considered among the best of the clone manufacturers. A Dell Model 200 is recommended for the Director workstation. It is similar to the Model 220 but somewhat slower and lower cost.

Dell Computer Model 220	3000.00
Dell Computer Model 200	2300.00

Modem-- A 2400 baud external modem provided it is possible to make reliable connections to US data sources. (A 2400 baud modem is recommended in any case with the expectation that Ecuador will implement a packet switch in the near future.)

US Robotics Courier 2400	350.00
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Printers-- While all workstations can share a network printer, it is recommended that each workstation have a printer attached. The added user efficiency of using a local printer for most work will rapidly offset the relatively low cost of printers. The LQ 1050 has excellent letter quality text, a rapid draft mode, and paper handling which permits feeding single sheets without having to dismount tractor fed paper or forms. The SR 15 is a fast reliable lower cost printer which also has a good letter quality text. The new SR 15 is improved over the older model presently in the FEDEXFOR office.

Epson LQ 1050	670.00
Star SR 15	300.00

Printer and modem cables (3)	45.00
------------------------------	-------

Upgrades-- The present AT should be augmented to bring the memory to 1 MB which will permit running disk cache software speeding disk access. This machine already has a fast 56 MB hard disk and using the cache will enhance its service as a server in the network.

Memory chips	120.00
--------------	--------

FEDEXFOR, Guayaquil

While a network seems unnecessary at this time, a second computer would increase access and encourage full use by all staff. It would also assist this office to develop database applications specific to its special needs.

Dell Computer Model 200	2300.00
-------------------------	---------

The Guayaquil office presently has an Epson 286 printer and a Star SD-10 which should be sufficient printer resources. When reliable connections can be made to the US, a 2400 baud modem should be considered to give this office rapid access to data and information.

The present XT has only a 10 MB hard disk. It is recommended that hard disk capacity be increased by using a hard disk card.

Leprecard 30 MB Hard Card	350.00
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Additional Considerations--

Rbase System V has now been superceded by Rbase for DOS which includes among other new features a compiler for RBase code which significantly speeds applications. The System V version can be upgraded to Rbase for DOS for approximately \$200.

If the bulletin board is implemented, initially, the existing 1200 baud internal modem can be used to serve the EBB.

Training Needs:

FEDEXPOR presently has the technical competence to implement most information system automation. Mr. Navas is fully capable of programming applications using the database, spreadsheet and BASIC language facilities available. Where outside input may be useful is assistance with:

- o gaining access to information using electronic and hard copy resources;
- o efficient organization of information, e.g., how to index, using key words; etc.
- o presentation of information so that users can rapidly apprehend what is being presented, and so that information presented targets user's needs. If an EBB is implemented, assistance with initial set-up and programming.
- o management of information so that user's needs are met efficiently and so that the organization can document and charge clients a fair fee for information services.

Training in these areas may be available within Ecuador. In any case the training needs should be carefully defined and very specific targeted assistance sought.

APPENDIX A:

AUTOMATED BIBLIOGRAPHIC SYSTEM

Fedexpor is completing a bibliography of reports and other hard copy information resources which categorizes information by topic and type. It also gives the file or shelf location of the document. The bibliography is menu driven and written in RBase command language.

Sample data entry screens are included in this appendix as are a few sample pages of the bibliography.

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Bibliographic System

Press ESC2 when done with this data

CLAVE: 206 LUGAR Y FECHA DE PUBLICACION:

AUTOR:

TITULO:

IDIOMAS:

VOLUMEN:

PAGINAS:

CONTENIDO:

DATA
ENTRY
SCREEN

TIPO DE OBRA O DOCUMENTO:

UBICACION:

01-Estudios, resúmenes analíticos
02-Enciclopedias, diccionarios
03-Manuales técnicos
04-Atlas, mapas, dicc. geograficos
05-Anuarios, directorios

06-Revistas
07-Periodicos
08-Folletos
09-

—Skip—Edit—Change—Add—Reset—Delete—Quit—

CLAVE: 205 LUGAR Y FECHA DE PUBLICACION: USA 1987

AUTOR: BIBLIOGRAFIA TRAJIDA POR PETER ALONSO

TITULO: ESPARRAGOS

IDIOMAS: INGL ESPA

VOLUMEN: 1

PAGINAS: 300

CONTENIDO: Esparrago, recoleccion informacion varia de Peter Alonso, cul-
tercado, plantaciones, estadisticas, viveros, produccion California US, co-
produccion, insecticidas, control enfermedades, oferta demanda USA, precios

TIPO DE OBRA O DOCUMENTO: 03

UBICACION: E-57

01-Estudios, resúmenes analíticos
02-Enciclopedias, diccionarios
03-Manuales técnicos
04-Atlas, mapas, dicc. geograficos
05-Anuarios, directorios

06-Revistas
07-Periodicos
08-Folletos
09-

Typical Bibliographic Record

NO-DE-LA-OBRA

CLAVE ESTANTE

TIPO DE OBRA O DOCUMENTO:

MINISTERIO DE AGRICULTURA Y GANADERIA ORGANIZACION Y OBJETIVOS 1985

134 E-56

TIPO DE OBRA O DOCUMENTO:

POTENCIAL DEL MERCADO MUNDIAL PARA PRODUCTOS AGRICOLAS SELECTOS EN ECUADOR

191

TIPOS DE ENVASE PARA FRUTAS FRESCAS

202

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TITULO-DE-LA-OBRA	CLAVE	ESTANTE
REPERTORIO MUNDIAL DE ORGANIZACIONES DE PROMOCION COMERCIAL Y OTROS ORGANISMOS DE COMERCIO EXTERIOR	176	E-57
RED BOOK FALL 1987 Vol 94. No.1	150	E-56
CALENDARIO DE FERIAS Y EXPOSICIONES MEXICO 1986	174	E-57
BLUE BOOK FALL 1986 FRUIT AND VEGETABLE CREDIT AND MARKETING SERVICE	145	E-56
AGRICULTURAL MARKETING WORKSHOP FOR THE CARIBBEAN BASIN	135	E-56
AMERICAN SOCIETY OF AGRICULTURAL CONSULTANTS. DIRECTORY 1986	122	E-53
DIRECTORIO DE AFILIADOS 1986-1987	139	E-56
RED BOOK FALL 1986 Vol 92. No. 1	148	E-56
DIRECTORIO ANOTADO DE REVISTAS REGIONALES Y NACIONALES DE INDOLE ECONOMICA Y COMERCIAL	76	
EXPORT DIRECTORY 1985-86	114	E-53
RED BOOK SPRING 1985 DIRECTORY AND RATINGS 89 Edition	147	E-56
CONVENTION & EXPOSITION DIRECTORY. 36 ANNUAL CONVENTION OCTOBER 19-23 1985 SAN FRANCISCO CA.	175	E-57
EXPORT/IMPORT MARKETS 1986	164	E-57
* TIPO DE OBRA O DOCUMENTO: FOLLETOS		
EXPORTACION DE PRODUCTOS ALIMENTICIOS A RFA CONDICIONES GENERALES DE LOCALIDAD, ENVASADO, ROTULADO Y ETIQUETADO	129	E-53
HUNGRIA UN MERCADO PARA PRODUCTOS DE OTROS PAISES EN DESARROLLO	113	E-53
TRANSPORT	110	E-53
ESTATUTOS. CAMARA DE COMERCIO ECUATORIANO AMERICANA	121	E-53
FERRY MORSE SEED COMPANY VARIEDADES DE HORTALIZAS	177	E-57
SEEDS FOR THE WORLD FETOSEED	168	E-57
SEEDWAY 1988 COMMERCIAL CATALOG FEATURING BEJO VEGETABLES SEED AND SEEDWAY SWEET CORN	167	E-57
HOW TO APPROACH THE GERMAN MARKET	109	E-53
VEGETABLE SEED GUIDE (SUNSEEDS)	173	E-57
MAINTAINING OPTIMUM TRANSIT TEMPERATURES IN REFRIGERATED TRUCK SHIPMENTS OF PERISHABLES	170	E-57
COMO EXPORTAR A SUIZA	112	E-53
THE LABOR FORCE OF PUERTO RICO	160	E-57

TITULO-DE-LA-OBRA	CLAVE	ESTANTE
EXPORTACION DE ALIMENTOS A ESTADOS UNIDOS	157	E-57
TOXICITY LEVELS FOR POISSONOUS OR DELETERIOUS SUBSTANCES IN HUMAN FOOD AND ANIMAL FEED	172	E-57
FINANCIACION DE LAS EXPORTACIONES DE LOS PAISES EN DESARROLLO	14	
FRUIT'S HANDBOOK FOR VEGETABLE GROWERS	115	E-53
ALBERTO MUNDIAL DE ASOCIACIONES INDUSTRIALES Y COMERCIALES	73	
INSTRUCTIONS FOR ESTABLISHMENT REGISTRATION AND PROCESS FILING FOR ACIDIFIED AND LOW-ACIDIFIED CANNED FRUITS	162	E-57
COMPLIANCE REQUIREMENTS OF LAWS AND REGULATIONS ENFORCED BY THE U.S. FOOD AND DRUG ADMINISTRATION	165	E-57
INDEX OF FEDERAL REGULATIONS partes (170 a 199)	127	E-53
INDEX OF FEDERAL REGULATIONS partes (100 a 169)	128	E-53
FINANCIACION DE LAS EXPORTACIONES	13	
ESTABLECIMIENTO DE UN SERVICIO DE INFORMACION COMERCIAL	2	
INDICE DE LAS EXPORTACIONES: DIRECTORIO Y BIBLIOGRAFIA	27	
EXPORT HANDBOOK FOR U.S. AGRICULTURAL PRODUCTS No. 593	132	E-53
INDEX OF FEDERAL REGULATIONS (AGRICULTURE) partes 46-51	125	E-53
TROPICAL PRODUCTS TRANSPORT HANDBOOK 668	171	E-57
INDEX BIBLIOGRAFICO DE LOS TRABAJOS DE INVESTIGACION SOBRE LA UTILIZACION DE COSECHAS TROPICALES 1951-1979	119	E-53
CULTURAL MARKETING WORKSHOP FOR THE CARIBBEAN BASIN	161	E-57
WORKSHOP IV. ORIENTATION SEMINAR FOR SENIOR TRADE PROMOTION OFFICERS, INTERNATIONAL MARKETING & MANAGEMENT	131	E-53
INDEX OF RECOMMENDED TRADE FAIRS EQUADOR NONTRADITIONAL AGRICULTURE EXPORTS PROJECT	187	E-57
INDEX OF CHEMICAL NEWS GUIDE	143	E-56
COMMERCIAL STORAGE OF FRUITS, VEGETABLES, AND FLOWERS AND NURSERY STOCKS Handbook 66	136	E-56
TIPO DE OBRA O DOCUMENTO: ANUARIOS, DIRECTORIOS		
BOOK FALL 1987 FRUIT AND VEGETABLE CREDIT AND MARKETING SERVICE	146	E-56
BUSINESS REGISTER BR. PUERTO RICO 1986	142	E-56
BOOK SPRING 1987 Vol. 93, No. 1	149	E-56
BIBLIOGRAFIA DE MERCADOS POR PRODUCTOS Y POR PAISES	75	

TIPO DE LA OBRA	CLAVE	ESTANTE
DIO LARVAS CAMARON	184	E-57
RT ON MARKET SURVEY ON FRESH FRUIT AND WOODEN FURNITURE	166	E-57
RME DE LABORES CENDES 1987	200	E-57
UCCION COMERCIAL DE CRISANTEMOS POMONS PARA EXPORTACION	203	E-57
ESA REDONDA DE LA RED LATIOMERICANA DE AGROINDUSTRIA DE FRUTAS	TROPICLAES	156 E-57
TERLY REPORT # 3 ECUADOR: NONTRADITIONAL AGRICULTURAL EXPORTS	PROJECT January 1- April 30 1986	190 E-57
PO DE OBRA O DOCUMENTO: ENCICLOPEDIAS, DICCIONARIOS		
ALMANAC OF THE CANNING, FREEZING, PRESERVING INDUSTRIES		124 E-53
BLIOGRAFY FROM THE POSTHARVEST INSTITUTE FOR PERISHABLES INFORMATION CENTER		178 E-57
PO DE OBRA O DOCUMENTO: MANUALES TECNICOS		
CULTURAL MARKETING WORKSHOP FOR THE CARIBBEAN BASIN		161 E-57
A INFORMATIVA DE TRANSPORTE INTERNACIONAL EL TRANSPORTE HACIA EL	MERCADO DE USA boletin 01	179 E-57
E LF FEDERAL REGULATIONS (AGRICULTURE) parte 52		126 E-53
TECTING PERISHABLE FOODS DURING TRANSPORT BY MOTORTRUCK		120 E-53
CIACION EN EL COMERCIO DE EXPORTACION		30
ADORIAN PROJECTS REQUIRING FOREIGN INVESTMENT PARTICIPATION		116 E-53
ALAJE DE LAS EXPORTACIONES: GUIA DE MEDIDAS INSTITUCIONALES Y ASISTENCIA TECNICA		66
MITES EMPRESARIALES		105 E-53
1986 US. CUSTOMS GUIDE		144 E-56
GUIA INFORMATIVA DE TRANSPORTE INTERNACIONAL. EL TRANSPORTE HACIA EL	MERCADO COMUN EUROPEO	180 E-57
ECUADOR. GUIA PARA LA EXPORTACION DE FRUTAS EXOTICAS ECUATORIANAS AL	MERCADO NOREUROPEO	102 E-53
1987 NORTH CAROLINA AGRICULTURAL CHEMICALS MANUAL		137 E-56
THERMAL PROCESSES FOR LOW-ACID FOODS IN GLASS CONTAINERS boletin 30-L		183 E-57
CLASIFICACION DE LA INFORMACION COMERCIAL		1
MANUAL FOR GROWING THE HARD CLAM MERCENARIA		185 E-57
ESPARRAGOS		205 E-57

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TITULO-DE-LA-OBRA	CLAVE	ESTANTE
NEW YORK CITY FRESH FRUIT AND VEGETABLE WHOLESALE MARKET PRICES 1985	133	E-53
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APPENDIX B:

El Exportador

El Exportador is a bi-monthly publication by FEDEXPOR which carries news of interest to the community of exporters and information about market opportunities, prices, competition in specific exports. It also describes FEDEXPOR's activities and services.

In other countries organizations similar to FEDEXPOR also publish newsletters, some, such as Asociacion de Exportadores in Peru, publish bulletins twice a month. The present feeling at FEDEXPOR seems to be that member's needs would be better served by making more targeted data available to specific groups of exporters rather than increasing the frequency of a general publication such as El Exportador.

This Appendix has a copy of the most recent issue of El Exportador and sample pages from publications of other similar organizations.

EL EXPORTADOR

ORGANO DE DIFUSION DE LA FEDERACION ECUATORIANA DE EXPORTADORES - MARZO - ABRIL - No. 11

OPINION

ANTE LAS ULTIMAS MEDIDAS

"EXPORTAR ES PROGRESO". Este es el lema que ha identificado a nuestra Institución desde sus inicios y en el se ha pretendido encerrar una verdad económica; la dinamia del sector exportador es un motor que hace funcionar el desarrollo, el crecimiento y la prosperidad de un país.

Ante la crisis que viven nuestros países, como consecuencia del alto endeudamiento externo, el concederle prioridad en atención al sector exportador constituye una obligación moral y patriótica de todo gobierno que se tede de responsable para sus conciudadanos. Y es que, el sector exportador es el único que en los actuales momentos puede generar en forma simultánea: divisas, empleos, producción e ingreso nacional. La depresión a que se han visto sometidas nuestras economías hace difícil pensar en el desarrollo dinámico de otro sector que sea capaz de responder a las expectativas del crecimiento.

Ante la pérdida de poderes adquisitivos de nuestros consumidores los sectores industriales de comercio y agrícola han detenido sus tasas de crecimiento, mientras que el sector exportador ha podido subsistir y crecer gracias a la búsqueda de un mercado externo, capaz de sostener un consumo estable y creciente.

Esta verdad innegable justifica el actuar del presente gobierno y obligará al próximo a mantener al sector exportador como el sector prioritario de la economía, so pena de enfrentar dificultades en su balance de pago, deprimir la industria por la ausencia de divisas para las adquisiciones de materia prima e insumos, generar mayores tasas de desempleo y ver disminuidos el ingreso nacional.

En este contexto resulta inexplicable las acciones que el presente gobierno ha emprendido en estos últimos meses, generando incertidumbre, desestímulo y pérdida de competitividad en nuestras exportaciones. Si bien es cierto que debemos reconocer al gobierno del Ing. León Febres Cordero la autoría de haber dado la importancia que merece este sector y el de haber estimulado sus funcionamientos a través de adecuadas medidas de políticas económicas, también es cierto que al final de su gestión ha remitido contra el sector medidas y actitudes que pueden llevar a la postergación del sector y a la paralización de las exportaciones. Medidas como las que se han dado en el sector cambiario, crediticio y otros de tipo administrativo que atentan directamente contra los exportadores, posponiéndolas en beneficio de otros sectores que estarían imposibilitados de dar la contribución al bienestar nacional en la intensidad y manera que lo ha hecho el sector exportador.

Medidas como las de fijar precios oficiales para la exportación de pescado en niveles tales que serían mayores a los del mercado internacional atentan contra la supervivencia del sector pesquero e insitan a la trampa como forma de supervivencia. Medidas como las pretendidas por Ecuatoriana de Aviación de incrementar el valor de los fletes nacionales, amparado en su poder monopolito, y el de suprimir la frecuencia del carguero que partía regularmente los domingos, afecta directamente las exportaciones del país.

El levantar una campaña publicitaria vendiendo la imagen que el exportador es un "Pillo", como resultado del posible mal actuar de unos pocos, que al igual se pueden dar en el resto de sectores de la economía, es atentar contra el sector. Cabe destacar que hasta el momento ningún miembro de FEDEXPOR está siendo investigado por organismos gubernamentales.

Pensamos que es hora de corregir procedimientos y enfoques, rectificar actitudes y, en función del país ayudar a que el sector exportador quede plenamente simentado en el liderazgo del desarrollo nacional, confluendo hacia el incentivos y medidas que mas que deprimirlos tiendan a incentivar su desarrollo.

*Ing. Eduardo Egas P.
DIRECTOR REGIONAL*

EXPORTADORES DE FLORES PODRAN PEDIR REVISION DE LA ORDENANZA "ANTI-DUMPING"

El mes de marzo marcó el primer aniversario de la ordenanza "anti-dumping" sancionada por el Departamento de Comercio de los Estados Unidos (DOC) contra la industria de exportación de flores de Ecuador. Esta ordenanza impone un impuesto sobre flores ecuatorianas destinado a impedir el "dumping", es decir, la descarga de las mismas en el extranjero a un precio inferior al aplicado en el país de origen. La Administración Internacional de Comercio del DOC encaró una investigación la cual determinó que los precios de venta de flores ecuatorianas en los Estados Unidos eran injustos (comparado con los precios de venta en el mercado interno de Ecuador) y que, en consecuencia, la industria de flores estadounidense estaba siendo considerablemente perjudicada.

Los exportadores de flores ecuatorianas que hayan sido afectados por este impuesto "anti-dumping" tendrán el derecho de pedir una revisión de sus casos. El trámite se inicia mediante el envío de una carta de pedido de revisión por parte del interesado a: MR. GILBERT KAPLAN, DEPUTY ACTING ASSISTANT SECRETARY FOR IMPORT ADMINISTRATION, ROOM B 099, CENTRAL RECORDS, US DEPARTMENT OF COMMERCE, WASHINGTON, DC 20230. La carta debe aclarar que el peticionante, como "parte interesada", según la definición del sector 771 (9) (C) del Acta Tarifaria de 1930, pide a la Comisión Internacional de Comercio que conduzca una revisión administrativa de las flores que el inte-

resado ha exportado a lo largo del año próximo pasado. La revisión se basará en la respuesta otorgada por parte del interesado a un cuestionario distribuido por el ITC. El cuestionario solicita información sobre los valores de las transacciones de todos los envíos realizados por el interesado a los Estados Unidos. También requiere información sobre descuentos, rebajas, costos acreditados, costos de transporte, costos de promoción, etc. Los precios de las transacciones de cada envío serán evaluados en relación a los costos de producción, los márgenes de mercadeo y los precios a los cuales las mismas flores son vendidas en Ecuador y otros países.

Basado en la evaluación de la información provista por cada interesado, el ITC establecerá la tasa de depósito. La tasa de depósito refleja el margen de "dumping", es decir, la diferencia entre lo que el ITC calcula ser un precio justo, y el precio con el cual el envío ingresa en el mercado de los Estados Unidos. Como consecuencia de la evaluación realizada por el ITC de cada pedido de revisión formulado por el interesado, el depósito requerido será re-evaluado. De acuerdo a los resultados de las investigaciones del ITC el depósito puede ser retenido al mismo nivel, incrementado o abolido.

Si existen preguntas acerca del procedimiento de pedido de revisión, dirigirse al Oficial del Servicio de Comercio Extranjero de la Embajada de Estados Unidos en Ecuador.

MOVIMIENTO COMERCIAL

PAISES ARABES, GRAN POTENCIAL IMPORTADOR

Durante los dos últimos años se logró los volúmenes más altos de comercio entre Chile y los países Arabes, lo que alcanzó US\$ 300 millones de los cuales el 91% se realizó con 4 países: ARABIA SAUDITA, EMIRATOS ARABES UNIDOS, KUWAIT Y EGIPTO.

Las exportaciones chilenas a los países Arabes se han comportado relativamente variables. A partir del año 82 y hasta el 84, presentaron un incremento del 42%, llegando a los US\$ 100 millones. Luego se han establecido en alrededor de US\$ 90 millones, representando más de un 20% de las exportaciones chilenas al mundo.

En esa área, las exportaciones chilenas presentan una escasa diversificación, concentrándose principalmente en los siguientes productos: madera (31%), ciruelas (20%), manzanas frescas (29%), duraznos frescos (20%), peras (10%), etc. etc. Así mismo, se han registrado esporádicamente exportaciones de pasas, maderas trabajadas, huevos, bombones, caramelos, y de algunos vegetales.

No obstante, hasta ahora no se ha explorado suficientemente el enorme potencial de consumo y de inversión extranjera que poseen los países Arabes, conformados por más de 160 millones de habitantes.

Actualmente estos países deben importar productos alimenticios, agrícolas, mineros, manu-

factureros, metalúrgicos y vestuario, estimándose que existen buenas posibilidades para productos ecuatorianos que podrían exportarse, especialmente: frutas frescas y enlatadas, maderas, pescado fresco frío o congelado, hortalizas, electrodomésticos, ropa y artesanías.

Sería interesante la formación de una Misión que visite Egipto, Jordania, Kuwait, Emiratos Arabes Unidos, Arabia Saudita entre otros, donde podría cumplirse un interesante programa de actividades. Realizar reuniones de trabajo con las más altas autoridades del sector económico de cada país, para analizar en conjunto las posibilidades de desarrollar las relaciones económicas bilaterales, buscando la creación de comisiones mixtas, comités empresariales y/o cámaras de comercio binacionales.

Se podría realizar la promoción entre los respectivos sectores privados, charlas y conferencias, distribución de material de difusión sobre nuestra oferta exportable. También sería interesante la captación de inversión extranjera, a través de la celebración de reuniones con la banca privada y aquellos potenciales inversionistas que estos mismos países deseen invitar a participar, con el fin de dar a conocer las posibilidades de inversión que existen en Ecuador.

Como podemos reconocer, requiere la actividad de los sectores privados y públicos del Ecuador para incursionar en estos fabulosos mercados.

EXPORTADORES A COLOMBIA

El gobierno de Colombia a través del INCOMEX, con el fin de poder ejercer según la Dirección General del Organismo, un control efectivo sobre los precios declarados por los importadores, exige a partir del 1 de Marzo, en el momento de eradicar la correspondiente solicitud de exportación, la presentación de las listas de precios del productor, certificadas por la entidad competente que corresponda al lugar de origen de la mercancía.

La lista de precios debe presentarse avisada por el Consul colombiano respectivo.

Los ejecutivos de Maderotecnia conscientes de la importancia que tiene para el país el rubro de la exportación, realizaron un esfuerzo y la empresa finalizó recientemente la instalación de una nueva planta industrial ubicada cerca a la población de Lazo, provincia de Cotopaxi.

Esta nueva planta dispone de maquinarias muy modernas para trabajar los productos descritos con anterioridad, con lo cual se puede entregar al consumidor, tanto nacional como del exterior productos de la más alta calidad en una variedad suficiente.

Este año ha dado inicio ya a exportaciones dirigidas hacia los mercados de Estados Unidos y Canadá, países que pese a la gran exigencia de calidad han aceptado los productos de Maderotecnia debido a su buen acabado y su control de calidad.

La compañía adquiere varios tipos de madera

en las diversas zonas del país, costa, sierra y oriente, madera que en su gran mayoría es acerrada en su planta para aprovechar suficientemente la materia prima. Posteriormente la misma, debidamente acerrada, permanecerá al oreo entre dos y seis meses, dependiendo de la especie, para luego ser secada al horno y poder obtener una humedad del 10-12%.

Los productos elaborados por Maderotecnia son el resultado de un plan de producción donde existe un estricto control de calidad que se aplica en las diferentes fases de elaboración.

Las oficinas de Maderotecnia se encuentran ubicadas en la Av. 6 de Diciembre 4619 en la ciudad de Quito, teléfonos: 436-535 - 210-261 (fábrica) en Lazo. Su principal distribuidor es EDIMCA (Empresa DURINI C.A.) que cuenta con varias oficinas en Quito y Guayaquil, manteniendo subdistribuidores en varias otras ciudades del país.

CISE, OFRECE ASISTENCIA TÉCNICA PARA AGRICULTURA Y AGROINDUSTRIA

El CISE, una organización norteamericana, sin fines de lucro, ofrece asistencia técnica por medio de sus expertos con muchos años de experiencia, la cual con el apoyo de AID, estará disponible a un costo moderado.

Algunas de las áreas en las que el CISE podría ser de gran utilidad son:

I. AGRICULTURA Y GANADERIA

- a) Tecnología de irrigación y tratamiento de suelos.
- b) Cultivo y Control de toda clase de productos agrícolas.
- c) Forestación y reforestación.
- d) Manejo de haciendas. Control de Enfermedades del Ganado.
- e) Cosecha, Post-cosecha y Embalaje de productos exportables.

II. AGROINDUSTRIAS

- a) Procesamiento de productos hortifrutícolas: deshidratación, congelación y enlatado.
- b) Procesamiento de productos lácteos: helados, quesos, yogurt, mantequilla, etc.
- c) Selección, Instalación y Manejo de maquinaria alimenticia.
- d) Tratamiento de Maderas. Producción de muebles y productos afines.
- e) Industrialización y Mercadeo de productos avícolas.
- f) Piscicultura - su Industrialización y Mercadeo.

Estas áreas tienen actualmente el apoyo de AID por medio de un convenio que tiene CISE con esta institución. Para mayor información llamar a los Telfs: 231-723 - 529-932.

ESTAMOS TRABAJANDO PARA USTED

SEMINARIO INDUSTRIALIZACION DE FRUTAS Y VEGETALES

Siendo uno de los objetivos de la Federación Ecuatoriana de Exportadores dentro del Convenio suscrito con A.I.D. el de organizar seminarios con la finalidad de brindar asesoramiento técnico a sus afiliados y a todas las personas ya sean estos de los sectores agrícola, industrial, exportador y en general a todos aquellos que de alguna manera se encuentran vinculados con la actividad exportadora del país; se realizó el Seminario sobre INDUSTRIALIZACION DE FRUTAS Y VEGETALES con el auspicio de la A.I.D.

Este evento se desarrolló en el Auditorium de Filanbanco en Guayaquil del 11 al 13 de Abril de 1988. El Seminario fue dictado por dos instructores puertorriqueños los señores Ivan Hernández y Dr. José Ramón Cruz.

Este evento también contó con la colaboración del Ing. Isidro Planella. Funcionando del HCA, quien intervino tratando el tema Mercados de Frutas Vegetales frescas no tradicionales en Estados Unidos y Europa.

AID colaboró una vez más con la presencia

del Sr. Thomas A. Bennet, que intervino para exponer, las experiencias sobre Industrialización de algunos productos exóticos, su forma correcta de envasamiento y experiencias de mercadeo.

El grupo de 60 participantes estuvo formado por empresarios, técnicos de planta, profesionales, ingenieros agrónomos, economistas, delegados de instituciones afines a la actividad exportadora y personas con interés en el tema del seminario.

Luego de la evaluación tomada del criterio de los participantes, se determinó la satisfacción por el contenido del Seminario, la versación de los instructores y el provecho obtenido, comentándose que por ser un tema tan amplio merecería tratarse en otra oportunidad en forma más específica alguna parte de mayor relieve del programa.

La intervención del Ing. Planella fue muy bien comentada y satisiso plenamente a los participantes, viéndose la necesidad de continuar organizando eventos para desarrollar con más propiedad este tema básico en la comercialización externa.

SEMINARIO SOBRE FABRICACION, PROCESAMIENTO Y EMPAQUE DE PESCADO

El consumo de productos del mar ha experimentado un incremento gradual en los últimos años, especialmente en E.E.U.U., Japón y principales países europeos. Estos mercados se caracterizan por los altos estándares de calidad exigidos a los diferentes productos, a nivel sanitario y de procesamiento.

El cumplimiento de los estándares de calidad es la mejor manera de acceder en forma estable y competitiva a los mercados, asegurando la continuidad y desarrollo de la actividad.

Con estos antecedentes FEDEXPOR con el auspicio de A.I.D. desarrolló en la última semana de abril un Seminario que de cumplimiento a

los objetivos señalados anteriormente. Los expositores del mismo fueron los señores Ing. Juan N. Ortiz y el Sr. Raúl Toro Guerra, los mismos que presentaron toda la información actualizada sobre la manipulación y almacenamiento de las materias primas, tecnología de elaboración de productos, etc etc. Se realizaron jornadas prácticas en plantas de procesamiento de pescado y en un puerto pesquero artesanal.

Por los comentarios de los 42 participantes, este seminario ha contribuido al fortalecimiento de sus conocimientos y abrir nuevas metodologías en su actividad de trabajo, que sin lugar a dudas apoyarán a esta actividad de gran importancia para el país.

PRODUCTIVIDAD, LA BASE DE LAS EXPORTACIONES CASO COSTA RICA

Condiciones como ubicación geográfica, variedad de climas en una misma zona, posibilidades de riesgo etc. con las cuales cuentan la mayoría de nuestros países de América Latina y el Caribe parecerían garantizar el éxito de la comercialización de nuestros productos agrícolas en el mercado internacional. Sin embargo aun somos países relativamente pobres y nuestras exportaciones no tradicionales tienen un bajo nivel de desarrollo en comparación con las condiciones prodigiosas que nos ha deparado la naturaleza y la historia.

Muchos nos preguntamos que está fallando? la respuesta es bien conocida por los empresarios; la productividad es demasiado baja y los costos de producción demasiado altos ambas frases describen el mismo problema pero visto de diferente perspectiva.

Para ilustrar el problema y las consecuencias de una baja productividad, o sea de un bajo rendimiento alcanzado con un determinado esfuerzo humano y material, presentamos a continuación un ejemplo real de tres exportadores costarricenses de melón quienes a pesar de poner el mismo esfuerzo y amor a la tierra obtienen resultados diferentes en cuanto a la productividad.

- El exportador A, gasta en muchos materiales, no se asesora adecuadamente, trabaja con la mínima inversión.
- El exportador B, gasta en materiales y mano de obra pero no cuida los detalles del cultivo y no aplica la tecnología oportunamente, en síntesis es ineficiente y pese a erogaciones no logra rendimientos.
- El exportador C, gasta lo justo en materiales y mano de obra, aplica los elementos productivos en su medida y oportunamente, cuida su cultivo y esta pendiente a solucionar cualquier anomalía.

RESULTADOS POR HECTAREA DE MELON			
	EXPORTADOR A	EXPORTADOR B	EXPORTADOR C
COSTOS TOTALES POR Ha.	₡ 40.000	₡ 65.000	₡ 65.000
PRODUCCION EN Kg. EXPORTABLE	3.000 Kg.	3.000 Kg.	2.000 Kg.
PRODUCCION NO EXPORTABLE	3.000 Kg.	3.000 Kg.	10.000 Kg.
INGRESOS POR VENTA NO EXPORTABLE	₡ 15.000	₡ 15.000	₡ 10.000
INGRESOS POR VENTA EXPORTABLE	30.000	30.000	100.000
INGRESOS-EGRESOS	₡ 5.000/Ha.	₡ 20.000/Ha.	₡ 45.000/Ha.
	UTILIDAD	PERDIDA	UTILIDAD

₡ = Colones.

- Del ejemplo; el exportador A que no utiliza nueva tecnología e invierte lo mínimo, logra una escasa rentabilidad en un período de 3 meses que dura el cultivo.
- El exportador B, invierte dinero posiblemente prestado del banco, y queda con una pérdida de C 20.000/ha. pese que considera que trabajó y gastó suficiente; sin embargo su trabajo no fue eficiente ni oportuno.
- El exportador C, es el modelo de alta producción gasto bien dirigido y oportuno, y por tanto alto rendimiento. Con la misma inversión del Exportador B, logra una ganancia de C 45.000/ha.

En América Latina existen muchas empresas similares a los modelos A y B de Costa Rica y, por ello nuestro esfuerzo deberá orientarse a alcanzar una productividad similar al modelo C.

Pero si solo el logro de una alta productividad no es suficiente para alcanzar la utilidad deseada es necesario que además exista demanda nacional y externa suficientes, de lo contrario resultan cosechas rematadas y un grave castigo para el exportador eficiente no obstante, la alta productividad es necesaria para la exportación.

GENERO DE COMPLETO

TOTAL EXPORTACIONES MILES DE DOLARES FOB	1983	o/o	1984	o/o	1985	o/o	1986 (1)	o/o	1987 (3)	o/o	Var. 86/87
	2.347,751	100,00	2.620,419	100,00	2.904,746	100,00	2.185,849	100,00	2.020,873	100,00	- 7,5
I TRADICIONALES	309,998	13,20	422,741	16,13	557,471	19,19	640,055	29,28	532,156	25,33	- 16,9
Banano	152,926	6,51	135,178	5,16	219,087	7,57	263,402	12,03	263,283	13,03	0,0
Café en grano	148,608	6,33	174,738	6,67	190,802	6,57	298,917	13,68	184,344	9,12	- 38,3
Cacao en grano	8,366	0,36	95,991	3,66	138,412	4,77	71,063	3,25	80,754	4,00	13,6
Azúcar y Melazas	98	0,00	16,834	0,64	8,270	0,28	6,673	0,31	3,775	0,19	- 43,4
II PETROLEO Y DERIV.	1.733,047	73,82	1.834,706	70,02	1.926,567	66,32	982,512	44,95	821,359	40,64	- 16,4
Petróleo crudo	1.639,196	69,82	1.678,237	64,04	1.824,662	62,82	912,398	41,74	739,405	36,59	- 19,0
Derivados	93,851	4,00	156,469	5,97	101,905	3,51	70,114	3,21	81,954	4,06	16,9
III NO TRADICIONALES	364,706	15,58	362,972	13,85	420,708	14,48	563,282	25,77	667,358	33,02	18,5
A. PRIMARIOS	199,807	8,51	192,394	7,34	192,190	6,62	332,097	15,19	460,427	22,78	38,6
Camarón	175,073	7,46	159,840	6,10	156,436	5,39	267,882	13,17	379,355	18,77	31,8
Fibras de Abaca	8,928	0,38	11,822	0,45	8,796	0,30	8,003	0,37	8,950	0,44	11,8
Madera	7,270	0,31	8,325	0,32	8,798	0,30	236	0,01	541	0,03	129,2
Atun	1,558	0,07	2,535	0,10	3,001	0,17	16,538	0,76	20,281	1,00	22,6
Pescado congelado	1,660	0,07	2,538	0,10	4,390	0,15	8,948	0,41	15,304	0,76	71,0
Otros primarios	5,318	0,23	7,336	0,28	8,619	0,30	10,490	0,48	35,996	1,78	243,1
B. INDUSTRIALIZAD	164,899	7,07	170,578	6,51	228,418	7,86	231,185	10,58	206,931	10,24	- 10,5
Manufacturas de metales	1,962	0,08	2,712	0,10	2,055	0,07	4,492	0,21	6,968	0,34	55,1
Produc. Quím. y Farm.	5,362	0,23	7,585	0,29	8,624	0,30	8,586	0,39	11,147	0,55	29,8
Café industrializado	19,360	0,82	22,034	0,84	18,113	0,62	28,846	1,32	17,634	0,87	- 38,9
Elab. de prod. del mar	27,134	1,16	64,011	2,44	97,217	3,35	72,516	3,32	51,877	2,56	- 20,2
Harina de pescado	8,810	0,38	35,531	1,36	59,003	2,03	49,254	2,25	27,378	1,35	- 44,4
Acete de Pescado					4,157	0,14	1,901	0,09		0,00	-100,0
Otros elab. del mar	18,324	0,78	28,480	1,09	34,057	1,17	21,361	0,98	30,499	1,51	42,8
Elaborados de cacao	26,399	1,12	50,354	1,92	78,765	2,71	77,209	3,53	57,071	2,82	- 26,1
Sombreros de paja toq.	3,257	0,14	4,127	0,16	3,547	0,12	4,500	0,21	4,792	0,24	6,5
Artículos Electrodom.	183	0,01	14	0,00	264	0,01	139	0,02	1,885	0,09	456,0
Otros industrializados (2)	21,242	0,90	19,741	0,75	19,933	0,68	34,697	1,59	49,557	2,45	42,8

Notas:

- (1) Valores FOB para Derivados de Petróleo. En los meses de Mayo y Agosto de 1986 se incluyen exportaciones de asfalto.
- (2) Incluye reexportaciones y desperdicios.
- (3) Datos provisionales. (enero a noviembre)

Fuentes:

- Ministerio de Finanzas: Anuarios de Comercio Exterior 1983-1981.
- Banco Central del Ecuador: 1982-1987 (Boletín estadístico No. 1611 - marzo 15, 1988).
- CEPE: Petróleo crudo y derivados.

No. 508

Lima, 06 de Junio de 1988

Director: Hernán Lanzas Lostaunau



BOLETIN SEMANAL
DE LA ASOCIACION DE
EXPORTADORES DEL PERU

EXPORTAR MAS
Respuesta inteligente

EL EXPORTADOR PERUANO

Editorial

LOS REQUERIMIENTOS DE LOS EXPORTADORES

La aprobación del Proyecto de Ley de Comercio Exterior por la Cámara de Senadores el día 26 de mayo, motivó una reacción de nuestra Institución para hacer público los requerimientos más esenciales e inmediatos de los exportadores. Se hicieron conocer éstos en un aviso que difundimos la semana pasada en diferentes medios de comunicación y que también insertamos en esta edición.

El Proyecto, aprobado por el Senado, quebró las expectativas de los exportadores en una Ley que podría haber sido promotora. Su preconizada estabilidad es relativa, porque algunos incentivos como el Certex, el cual también ha sido recortado para muchas empresas de todos los sectores, tendrá una vigencia muy corta sin conocer su sustituto. ¿Acaso fuera un tipo de cambio real?, no lo sabemos. El enunciado del Artículo 50o. del mencionado Proyecto, recomendando la responsabilidad al respecto del BCR, no es suficiente.

Del mismo modo, han sido eliminados los contratos de exportación y el régimen laboral especial, entre otros; lo que amerita su objeción y el propósito de exponer nuestros puntos de vista, ojala, esta vez sí concertadamente, a los señores Diputados que comenzarán a tratar dicha Ley en la próxima Legislatura.

Mientras tanto, para hoy es importante la atención de las medidas de emergencias que se han querido difundir como señal para el Gobierno en momento que el nuevo Gabinete Ministerial viene estructurando su programa económico.

Se hace pues necesaria, para las exportaciones no tradicionales una tasa de cambio real, el financiamiento en intis equivalente al que tiene otros sectores, la creación de un Fondo de Consolidación de deuda de los exportadores similar al concedido al sector minero, la creación de líneas de créditos promocional para incrementar la oferta exportadora, estabilidad de los Certex actuales por cuatro años y disponibilidad libre de divisas para los exportadores.

Pero enseguida se requiere también una verdadera Ley promotora de exportaciones porque es tiempo ya de pensar en el futuro inmediato que, en el caso de la actividad exportadora, debe estar constituida por el incremento de la oferta exportable, la que se logrará únicamente con nuevas inversiones, las mismas que para concretarse requieren de confianza, estabilidad y reglas claras.



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La presente disposición modifica el Art. 11o del D.S. 097-87 PCM que establece el Régimen de Licencia Previa.

MODIFICAN EL ARTICULO 15 DEL TEXTO UNICO ORDENADO DEL IMPUESTO A LA RENTA, REFERENTE A LAS RENTAS DE LA SOCIEDAD CONYUGAL.— Ley No. 24826.— El Peruano: 28-05-88.—

Ha sido sustituido el Texto del Artículo 15o del Texto Unico Ordenado del Impuesto a la Renta (Decreto Legislativo No. 200), en la forma siguiente:

Para los efectos del impuesto, la renta de la sociedad conyugal se considerarán como de una persona natural, acumulándose las producidas en el ejercicio gravable por los bienes propios de los cónyuges y por los hijos menores de edad que administren los padres.

Quedan excluidos de lo dispuesto anteriormente, las rentas que obtengan los cónyuges cuando exista régimen de separación de bienes, por sentencia judicial, por escrito o por sentencia de separación de cuerpos, así como las rentas que la mujer obtenga por su trabajo personal las que deberán ser declaradas independientemente por ésta.

NOMBRAN EMBAJADORES DEL PERU EN ESPAÑA, GUATEMALA Y EN LA REPUBLICA DEMOCRATICA ALEMANA.— Resolución Suprema No. 228-88-RE.— El Peruano: 28-05-88.—

Han sido nombrados los siguientes Embajadores:

Embajador del Perú en España don Allan Wagner Tizón.

Embajador del Perú en Guatemala a don Ricardo Temoche Benites.

Embajador del Perú en la República Democrática Alemana don Jaime Cacho Sousa Castro.

AMPLIAN PLAZO DE PRESENTACION DE LA ENCUESTA ANUAL "ESTADISTICA MANUFACTURERA 1987".— Resolución Ministerial No. 320-88-ICTI/IND.— El Peruano: 01-06-88.—

Se ha ampliado el plazo de presentación de la Encuesta Anual "Estadística Manufacturera 1987" que están obligados a presentar todas las empresas industriales bajo el ámbito administrativo del Ministerio de Industria, Comercio Interior, Turismo e Integración, en las fechas siguientes:

Departamento de Lima y Provincia Constitucional del Callao: Hasta el 20 de junio de 1988.

Resto del país: Hasta el 27 de junio de 1988.

DEPARTAMENTOS ESPECIALIZADOS DE ADEX PARA SU SERVICIO

Central Telefónica: 703745 (se indica al anexo pertinente)

— Gerencia General	13-14	— Departamento de Contabilidad	22
— Centro de Información	17-34-35	— Departamento de Publicaciones	18-36
— Departamento Técnico-Legal y Trámites	21	— Centro Peruano de Envase y	
— Departamento de Asociados	20-39	Embalaje	41
— Gerencia de Comercio Exterior	25-28-33	— Escuela de Comercio Exterior (ECEX)	
— Departamento de Ferias y Exposiciones	30	o Bienestar Estudiantil	15
— Télex	41	o Director	15
— Sección Cobranzas	19	o Jefe de Estudios	27
— Departamento de Finanzas/Caja	24-31	o Curso Regular	27
— Departamento de Administración	16-42	o Curso Extensión	26
— Departamento de Relaciones Públicas	39	o ISTECEX	29
— Gerencia Administrativa Financiera	23	o CICEX	26

TELEFONOS DIRECTOS

— Presidencia	728665	— Escuela de Comercio Exterior	717007
— Gerencia General	728171	— Gerencia de Comercio Exterior - CID	728182

EL EXPORTADOR PERUANO

Publicación Semanal de ADEX

Editor: Eco. Carlos Morales Gamarra

Av. Salaverry 1910 - Lima, 11

PERU EXPORTA

ASOCIACION DE EXPORTADORES

N. 140 - MARZO - 1988

¿Que posibilidad
de exportación
tiene su empresa?
¿Que cree en la
empresa privada?

¿Que es el comercio
más inteligente?

Tasas de crecimiento de las exportaciones de bienes y servicios
de los principales países latinoamericanos
1960 - 1986 (Fuente: Informe BID 1986)



¿Por qué?

¡COMPRAR MÁS
Mientras inteligentemente

No. 509

Lima, 13 de Junio de 1988

Director: Hernán Lanzara Lostaunau



BOLETIN SEMANAL
DE LA ASOCIACION DE
EXPORTADORES DEL PERU

EL EXPORTADOR PERUVIANO

Editorial

EL REAJUSTE DEL DOLAR EXPORTADOR

El viernes 3 de junio fue reajustado, por sexta vez, en lo que va del año, el tipo de cambio aplicable a las exportaciones, Tradicionales y No Tradicionales, llevando su cotización —para ambas— a 1/. 85.56 intis por dólar, registrando un reajuste de 11.10/o. Mientras tanto, la cotización en el mercado bancario se establecía en 1/. 152 intis la compra y 1/. 166 intis la venta; una diferencia de más del doble, lo que demuestra la gran distorsión con una cotización de la que se están valiendo buena parte de las transacciones internacionales.

Aparentemente se habría hecho una variación por encima de la inflación, lo mismo que para el acumulativo de los cinco primeros meses. Sin embargo, es de todos conocidos que la distorsión de precios en la economía es muy grande debido a que la inflación controlada es sólo para algunos precios, mientras que para otros sube en forma especulativa.

Se produce este reajuste a tres semanas y de la programada exposición al país del nuevo Presidente del Consejo de Ministros, Senador Armando Villanueva del Campo y después del 18 días de su juramentación.

Buscamos un significado y nos preguntamos si la mencionada Resolución Cambiaria (015-88-EF) ha sido promulgada por el Banco Central de Reserva en decisión autónoma para no seguir perjudicando al sector exportador o si es una señal de que el mecanismo de reajuste mensual continuará sin que el gobierno se defina por el sinceramiento de la tasa de cambio.

Una decisión de esta naturaleza, sin lugar a dudas, sería un grave error, pues está plenamente demostrado y así también lo han dicho públicamente voceros del Gobierno, como el Presidente del ICE, que la paridad sobre cualquier base, no refleja ahora el valor real de la divisa por la desestabilización de los indicadores económicos.

La paridad cambiaria actual, que resulta de un cálculo técnico histórico, ha dejado de ser un reflejo del valor de la moneda extranjera; por lo tanto, seguir tomándola en cuenta para disponer los reajustes mensuales, impide formular a los exportadores una cotización adecuadamente competitiva de sus productos.

Para efectos de lograr esta competitividad ADEX ha propuesto la creación del Certificado en Moneda Extranjera de Libre Disponibilidad cuya colocación en el mercado financiero, permitiría la compensación cambiaria que no puede otorgar el BCR. El sector exportador está pues, a la espera de una definición sobre esta propuesta ya estudiada a nivel técnico.



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RED DE INFORMACION COMERCIAL AICO
TRADE INFORMATION NETWORK AICO
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CAMARA DE COMERCIO
DE BOGOTA
SECRETARIA GENERAL DE AICO

FECHA / DATE 10 JUN. 1988

ENVIO / REMITANCE 463

**BOLETIN INTERNACIONAL DE
OPORTUNIDADES COMERCIALES**
**INTERNATIONAL BULLETIN
OF TRADE OPPORTUNITIES**



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DE CAMARAS DE COMERCIO

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TELS: 2819900 / 2847628
FAX: 2847735
COLOMBIA, SUR AMERICA

RED AICO/AICO NETWORK

demandas / demands

bulletin/bulletin No. 463
fecha / date 09/06/88

NCCA / CCCN	DESCRIPCION DEL PRODUCTO / GOOD DESCRIPTION	INFORMACION COMPLEMENTARIA / COMPLEMENTARY INFORMATION	EMPRESA DEMANDANTE / JEFE FIRM NOMBRE Y DIRECCION / NAME AND ADDRESS	PAIS / COUNTRY
03.01	PESCADO FRESCO, REFRIGERADO O CONGELADO FRESH, CHILLED OR FROZEN FISH	COTIZACION REQUERIDA: CIF MIAMI. EMPAQUE Y EMBALAJE: ESTANDAR./ REQUIRED QUOTATION: CIF MIAMI. PACKING AND PACKAGING: STANDARD.	AMERICAN INTERNATIONAL CONTAINER INC. 3724 N.W. 73 STREET CIUDAD : MIAMI, FL 33147 TELEX : 810-849-8168, FAX: (305)696-7458 CABLE : AMERCOHILH TEL. : (305)836-8650 ATTN. : FAJSTO DIAZ OLIVER CHIEF EXECUTIVE OFFICER REF. : TOTALBANK, MIAMI	ESTADOS UNIDOS
03.03	CAMARONES CONGELADOS FROZEN SHRIMPS	COTIZACION REQUERIDA: CIF STOCKHOLM. COMPRAS ANUALES: US\$6 MILLONES. PE- RIDICIDAD DE LA COMPRA: MENSUAL./ REQUIRED QUOTATION: CIF STOCKHOLM. ANNUAL PURCHASES: US\$6 MILLIONS. PURCHASING SCHEDULE: MONTHLY.	SEAMAR MARKETING AB P.O. BOX: 10326 CIUDAD : S-181 10 LIDINGO TELEX : 10044 SEAMAR S TEL. : (8)7670420 ATTN. : LEIF SANDERSJOD PRESIDENT REF. : NORDBANKEN	SUECIA
03.03	LANGOSTAS CONGELADAS FROZEN LOBSTERS	COTIZACION REQUERIDA: CIF STOCKHOLM. COMPRAS ANUALES: US\$6 MILLONES. PE- RIDICIDAD DE LA COMPRA: MENSUAL./ REQUIRED QUOTATION: CIF STOCKHOLM. ANNUAL PURCHASES: US\$6 MILLIONS. PURCHASING SCHEDULE: MONTHLY.	SEAMAR MARKETING AB P.O. BOX: 10326 CIUDAD : S-181 10 LIDINGO TELEX : 10044 SEAMAR S TEL. : (8)7670420 ATTN. : LEIF SANDERSJOD PRESIDENT REF. : NORDBANKEN	SUECIA
03.03	JAIBAS STONE CRABS	COTIZACION REQUERIDA: CIF MIAMI. EMPAQUE Y EMBALAJE: ESTANDAR./ REQUIRED QUOTATION: CIF MIAMI. PACKING AND PACKAGING: STANDARD.	AMERICAN INTERNATIONAL CONTAINER INC. 3724 N.W. 73 STREET CIUDAD : MIAMI, FL 33147 TELEX : 810-849-8158, FAX: (305)696-7458 CABLE : AMERCOHILH TEL. : (305)836-8650 ATTN. : FAJSTO DIAZ OLIVER CHIEF EXECUTIVE OFFICER REF. : TOTALBANK, MIAMI	ESTADOS UNIDOS
04.02	LECHE CONDENSADA CONDENSED MILK	ESPECIFICACIONES: LECHE CONDENSADA AZUCARADA EN LATAS DE 113 GRAMOS Y 396 GRAMOS. COTIZACION REQUERIDA: CIF MIAMI./ SPECIFICATIONS: SUGARY CONDENSED MILK IN CANS OF 113 GRAMMES AND 396 GRAMMES. REQUIRED QUOTATION: CIF MIAMI.	AMERICAN INTERNATIONAL CONTAINER INC. 3724 N.W. 73 STREET CIUDAD : MIAMI, FL 33147 TELEX : 810-849-8158, FAX: (305)696-7458 CABLE : AMERCOHILH TEL. : (305)836-8650 ATTN. : FAJSTO DIAZ OLIVER CHIEF EXECUTIVE OFFICER REF. : TOTALBANK, MIAMI	ESTADOS UNIDOS
04.06	MIEL DE ABEJAS BEE HONEY	COTIZACION REQUERIDA: C&F HAMBURGO. COMPRAS ANUALES: US\$5.000.000. PE- RIDICIDAD DE LA COMPRA: MENSUAL. EMPAQUE Y EMBALAJE: TAMBORES DE HIERRO DE 300 KILOS NETOS./ REQUIRED QUOTATION: C&F HAMBURG. ANNUAL PURCHASES: US\$5.000.000. PURCHASING SCHEDULE: MONTHLY. PACKING AND PACKAGING: IRON DRUMS OF 300 KG NET.	BAHNSEN & PRIGGE HAUPTSTRASSE 4 P.O. BOX: 1137 CIUDAD : D-2114 HOLLNSTEDT TELEX : 218862 BAP; FAX: (4165) 80993 TEL. : (4165)81021 ATTN. : MR. BAHNSEN REF. : VOLKSBANK HOLLNSTEDT E.G.	ALEMANIA OCCIDENTAL
05.02	PLANTAS ORNAMENTALES ORNAMENTAL PLANTS	LOS INTERESADOS EN OFRECER EL PRO- DUCTO, ENVIAR CONDICIONES DE NEGOCIA- CION./ THE INTERESTED IN OFFERING THE PRO- DUCT, MAY SEND NEGOTIATION CON- DITIONS.	KJWAIT FLOWERS P.O. BOX: 70757 CIUDAD : KUWAIT TELEX : KUMFLOW KT 46941	KUWAIT

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boletín / bulletin N. 463
fecha / date 09 / 06 / 88

NCCA / CCCN	DESCRIPCION DEL PRODUCTO / GOOD DESCRIPTION	INFORMACION COMPLEMENTARIA / COMPLEMENTARY INFORMATION	EMPRESA OFERENTE / SUPPLIER FIRM NOMBRE Y DIRECCION / NAME AND ADDRESS	PAIS / COUNTRY
10.05	MAIZ MAIZE	OFRECE: GRANDES CANTIDADES PARA ENTREGA INMEDIATA. A GRANEL. / OFFER: QUANTITIES LARGE FOR IMMEDIATE DELIVERY. IN A HEAP.	LACLE'S IMPORT & EXPORT CO. BAKVAL 15 (40RD) CIUDAD : ARJUA TELEX : 5034 FN BAR NA, FAX: (297-8) 21756 TEL. : (297-8) 27078 ATTN. : C.F. LACLE	ANTILLAS HOLANDEAS
12.01	SOYA SOYBEAN	PARA MAYOR INFORMACION FAVOR DIRIGIRSE A LA EMPRESA OFERENTE. / FOR MORE INFORMATION, PLEASE WRITE TO THE SUPPLIER FIRM.	SOCIEDAD AMERICANA DE RELACIONES PUBLICAS Y NEGOCIOS INTERNACIONALES RIO NEGRO 1394 APTO. 1301 CIUDAD : MONTEVIDEO TELEX : 22043 SARP-UY TEL. : 910758 ATTN. : DANIEL GATTI DIRECTOR DE ORGANIZACION	URUGUAY
12.01	SOYA SOYBEAN	SI SE REQUIERE INFORMACION ADICIONAL, FAVOR DIRIGIRSE A LA EMPRESA OFERENTE. / IF ADDITIONAL INFORMATION IS REQUIRED, PLEASE WRITE TO THE SUPPLIER FIRM.	LACLE'S IMPORT & EXPORT CO. BAKVAL 15 (40RD) CIUDAD : ARJUA TELEX : 5034 FN BAR NA, FAX: (297-8) 21756 TEL. : (297-8) 27078 ATTN. : C.F. LACLE	ANTILLAS HOLANDEAS
16.02	CECINA CORNEO BEEF	COTIZACION FOB BUENOS AIRES. / QUOTATION FOB BUENOS AIRES.	CALPE S.R.L. AVENIDA DE MAYO 1168 CIUDAD : BUENOS AIRES TELEX : 9900-9901 TEL. : 380398 381565 ATTN. : FRANCISCO JOSE CAVANILLAS	ARGENTINA
16.04	CONSERVAS DE PESCADO CONSERVED FISH	LA EMPRESA DESEA TENER CONTACTO CON IMPORTADORES DIRECTAMENTE. / THE FIRM WANTS TO HAVE CONTACT WITH IMPORTERS DIRECTLY.	SOCIEDAD AMERICANA DE RELACIONES PUBLICAS Y NEGOCIOS INTERNACIONALES RIO NEGRO 1394 APTO. 1301 CIUDAD : MONTEVIDEO TELEX : 22043 SARP-UY TEL. : 910758 ATTN. : DANIEL GATTI DIRECTOR DE ORGANIZACION	URUGUAY
15.04	SARDINAS ENLATADAS CANNED SARDINES	MARCAS COMERCIALIZADAS: "MAR DE ISADORA". DESPACHO: 30-60 DIAS. FORMA DE PAGO: CARTA DE CREDITO. EMPAQUE: TARROS. / BRANDS: "MAR DE ISADORA". DELIVERY: 30-60 DAYS. PAYMENT CONDITIONS: LETTER OF CREDIT. PACKING: IN TIN CANS.	COMIND S. A. PRESIDENTE J. A. RIOS 58, 6TH FLOOR CIUDAD : SANTIAGO TELEX : 340205 COMITR CH TEL. : 397416 397359 ATTN. : ANDREW SCOTT GERENTE GENERAL	CHILE
18.01	CACAO COCOA	PARA MAYOR INFORMACION, FAVOR DIRIGIRSE A LA EMPRESA OFERENTE. / FOR MORE INFORMATION, PLEASE WRITE TO THE SUPPLIER FIRM.	IMPORT EXPORT ALZAMORA S. A. ENRIQUE PALACIOS 210-201 CIUDAD : LIMA 18 TELEX : 23202 CP CESAR TEL. : 443850 419525 ATTN. : MONICA DE ALZAMORA	PERU
20.07	JUGOS CONCENTRADOS DE FRUTAS CONCENTRATED FRUIT JUICES	ESPECIFICACIONES: MANZANAS, UVAS, CIRUELAS, PERAS, NECTARES, DAMASCOS. PUERTO DE EMBARQUE: VALPARAISO Y SAN ANTONIO. FORMA DE PAGO: CARTA DE CREDITO IRREVOCABLE. ENVASE: TAMBORES 57 GALONES. / SPECIFICATIONS: APPLES, GRAPES...	JUGOS CONCENTRADOS S. A. GENERAL DEL CANTO 367 PROVIDENCIA CIUDAD : SANTIAGO TELEX : 240186 JUTEX LL TEL. : 2233724 2232921	CHILE

DIRECTORIO DE EXPORTADORES

BOLIVIA

EXPORT DIRECTORY

1988



Dirección General de Comercio Exterior



IBCE

Instituto Boliviano de Comercio Exterior

COMPANIA EXPORTADORA E
IMPORTADORA LTDA. - CEIBO LTDA.
Av. Crstóbal de Mendoza 478
Telfs.: 47665 / 47666
Télex: 4247 CEIBO BV
Casilla: 991
Gerente General:
* Carlos Krutzfeldt Sciaroni
SANTA CRUZ

AZUCAR BLANCA CRISTALIZADA
ALCOHOL ETILICO BUEN GUSTO

17.01.02.99
22.08.00.01

COMPANIA INDUSTRIAL AZUCARERA
SAN AURELIO S.A. - CIASA
Av. San Aurelio Final
Telf.: 42882
Télex: 4235 CIASA BV / 4335 CIASA BV
Casilla: 94
Cable: CIASA
Gerente General:
* Ramón Aurelio Gutiérrez Sosa
SANTA CRUZ
Representante en el exterior:
** Attn.: Alfredo Montada
1622 South West 21 Street
Miami, Florida - E.E.UU

AZUCAR
MELAZA
ALCOHOL ETILICO

17.01.02.99
17.03.00.00
22.08.00.01

COMPANIA INDUSTRIAL DE TABACOS S.A.
Vicenta Aquino 456
Telfs.: 354627 / 352173
Télex: 2406 CITSA BV
Casilla: 500
Cable: DERBY
Gerente General:
* Raúl Adler K.
LA PAZ
Representantes en el exterior:
** CRANDOW Bhd.
Key Biscayne, Fla.
E.E.U.U.
** Attn.: Pedro Ribosa España
Dr. Ferran 49 - Barcelona 34
ESPAÑA

TABACO NEGRO EN HOJA
TABACO RUBIO EN HOJA
CIGARRILLOS DE TABACO NEGRO
CIGARRILLOS DE TABACO RUBIO
FILTROS EN VARILLAS PARA CIGARRILLOS

24.01.01.00
24.01.02.00
24.02.02.01
24.02.02.02
59.01.02.01

COMPANIA INDUSTRIAL MADERERA LTDA.
SIMAL
Parque Industrial PI-10
Telfs.: 34390 / 37502
Télex: 4242 RODA BV
FAX: 37502
Casilla: 700
Gerente General:
* Crstóbal Roda Vaca
SANTA CRUZ

RESIDUOS DE MADERA
MADERA ASERRADA (ROBLE, MARRA, MORADO)
LAMINAS DE MADERA
CHAPAS DE MADERA
TERCIADOS DE MADERA CON ENCHAPES DE
DIVERSAS ESPECIES
TABLEROS CARPINTEROS DE MADERA
CON ENCHAPES DE DIVERSAS ESPECIES
MOLDURAS Y LISTONES DE MADERA
PUERTAS PLACAS DE MADERA

44.01.00.99
44.05.02.00
44.09.00.00
44.14.02.00
44.15.02.00
44.16.00.00
44.19.00.00
44.23.00.05

COMPANEX LTDA.
Edif. Presencia, Piso 10, Of. 5
Telf.: 377597
Cable: COMPANEX
Gerente General:
* Fernando Torrico Rojas
LA PAZ

CUEROS VACUNOS SECOS Y SALADOS

41.01.01.00

COMPLEJO AGROPECUARIO
INDUSTRIAL MINERO
Av. Banzer 129
Telfs.: 25545 / 48085
Gerente General:
* Holvy Añez Paz
SANTA CRUZ

MADERA ASERRADA (MARRA)

44.05.02.00

COMPLEJO INDUSTRIAL MADEDERO
LOS PALOS LTDA.
Carretera al Norte Km. 6
Telfs.: 29651 / 34086 / 34059

MADERA ASERRADA (MARRA
ALMENDRILLO, TAJIBO, SANGRE DE
TORO, OCHOO, OTRAS)

44.05.02.00



CAMARA DE COMERCIO DE BOGOTA

La Cámara de Comercio de Bogotá a través de su Vicepresidencia Comercial ha creado un sistema computarizado de información.

Dicho sistema se constituye en un conjunto de datos que abarca todas las formas de consulta para que los usuarios se informen de las ofertas y demandas a nivel nacional e internacional.

Dentro de los proyectos trazados por esta Vicepresidencia para este semestre en materia de servicios sistematizados están:

- Resumen del Comercio Exterior Colombiano (60-87)
Años importaciones totales - exportaciones totales - variación %.
- Balanza Comercial de Colombia por zonas económicas del (60-87)
Ejemplo ALADI, GRAN, MCCA, CARICOM, CEE, AELC - resto del mundo.
- Balanza comercial de Colombia - GRAN (60-87).
- Principales productos de exportación de Colombia al GRAN.
- Principales productos de importación de Colombia del GRAN.
- Volúmenes de carga a nivel terrestre, marítimo y aéreo (dentro del GRAN).
- Indices de Inflación (Grupo Andino).
- Principales políticas de cada gobierno (del GRAN) en materia comercial.
- Tasas de cambio (evoluciones en el GRAN).
- Convenios por posición arancelaria
GRAN - GATT - ALADI
- Estudio acumulado NIT - Posición.
- Importaciones diarias por posición, NIT, país, por aduana.

Todos estos programas anteriores los llevaremos en un microcomputador.

RECOMENDACIONES

uede consultar la oferta y/o demanda de
uctos, obteniendo los nombres y direcciones
s empresas oferentes y demandantes.

De Comercio Exterior

uede obtener por medio de listados de la si-
ite manera: por producto específico (posición
elaria), por ciudades, por principales regiones
portación y/o exportación por producto y
valor.

De Comercio Interior

ormación recopilada se encuentra según la
ficación Internacional Industrial Uniforme,
donde se podrá obtener por sector economi-
por producto.

Rótulos para correspondencia

evento de que adicionalmente se requiera
presión de rótulos adhesivos para enviar co-
ndencia, estos contienen el nombre de la so-
d, nombre del representante legal, dirección,
d.

Medios

agnéticos: cintas y diskettes.
mpresos.

1. Especifique su solicitud lo más claro posible.
2. Para tramitar su solicitud de registro mercantil, favor efectuar un depósito por la suma de \$9.000.00, en cualquiera de nuestras sucursales o en el piso 6o. de la principal.
3. Reclame el recibo y anéxelo a la orden de compra, para proceder a su elaboración.
3. La entrega se efectuará en cinco (5) días hábiles, salvo fuerza mayor.

El valor relacionado no incluye costo alguno por concepto de venta de información como quiera que ésta es de consulta pública de conformidad con la ley. En consecuencia, tal cifra corresponde exclusivamente al valor del procesamiento de la misma.

Nota:

**NUESTRA EFICIENCIA DEPENDE DE LA
PRECISION DE LA INFORMACION SOLICITADA.**

INFORMACION:

Vicepresidencia Comercial
Departamento Comercial
Cra. 9a No. 16-21 Piso 9o.
Tels. 2349111 - 2819900 Ext. 287 - 278

RED OEA-AICO

Carrera 9a. No. 16-21 Piso 9
Teléfonos: 2847628 y 2861572
Telèx: 45574 CACBO CO
Telefax: 284.77.35



ámara de Comercio de Bogotá cuenta con una base de información a disposición de los comerciantes y empresarios que constituye el impulso a la empresa privada nacional y regional.

OBJETIVO

El sistema ofrece información comercial sistematizada a nivel nacional e internacional, a empresarios y entidades del sector público y privado, interesados en establecer contactos comerciales, promocionar el comercio o adelantar investigaciones de mercado.

INFORMACION GENERAL DEL SISTEMA

Información mercantil

El sistema ofrece información disponible en la base de datos de matrículas, alimentada de los datos del formulario de matrículas y/o renovaciones.

Información de la Red OEA-AICO

El objetivo primordial es la de obtener y difundir información sobre oportunidades comerciales de oferta y demanda de bienes y servicios que conduzcan a un intercambio comercial directo entre oferentes y demandantes, principalmente de los países miembros de la OEA y de la Península Ibérica.

Información de Comercio Exterior

El sistema tiene como objetivo suministrar información sobre importadores, exportadores y productores colombianos.

Información de Comercio Interior

El Sistema Nacional de Ofertas y Demandas tiene como finalidad el acopio, selección y difusión de información sobre oportunidades comerciales conexas en lo referente a ofertas y demandas de productos.

QUE INFORMACION OFRECEMOS

1. De Registro Mercantil

Datos de:

Clases de sociedad (organización jurídica) limitada, colectiva, en comandita simple, en comandita por acciones, extranjera, persona natural, establecimiento de comercio.

Identidad:

Nombre de la sociedad, número de matrícula, Nit.

De escritura de constitución; número, notaría, fecha, ciudad.

Actividad económica:

Descripción y código de la actividad económica.

Información comercial:

Dirección, municipio, departamento, teléfono, apartado, telex, referencias bancarias, referencias comerciales.

Información financiera:

Datos correspondientes a los aportes de capital (nacional o extranjero).

Datos referentes a la composición de capital, a los ingresos, egresos, a la composición del activo y patrimonio, del estado de pérdidas y ganancias.

2. De la Red OEA-AICO

Se pueden obtener los siguientes datos:

- Listados de empresas con sus productos de oferta por países.
- Listados de empresas con sus productos de demanda por países.
- Listado de la oferta total existente en el computador.

- Listado de la demanda total existente en el computador.
- Listado de la información de oferta existente en el computador por periodo de tiempo: semanal, mensual o trimestral.
- Listados por producto específico.
- Listados por líneas de productos.

3. De Comercio Exterior

Nombre, Nit, dirección, cantidades comerciales y demás datos, correspondientes al año inmediatamente anterior.

4. De Comercio Interior

Nombre de la empresa, dirección, teléfono, apartado, ciudad y departamento.

Especificaciones del producto, uso y unidades de medida, compras y ventas anuales, periodicidad de la compra o venta, descripción de envase o embalaje preferido, cantidades, cotizaciones.

COMO SE LA SUMINISTRAMOS

1. De registro mercantil

Según sus necesidades se determina por:

- Código CIU número de años renovación, jurisdicción, zona postal, rango de actividad de comerciante (organización jurídica)

Según sus objetivos, la ordenamos por:

- Zona postal, CIU, valor activos y valores de oferta y demanda, de acuerdo con los datos de registro mercantil.

APPENDIX C:

Agreements with other Organizations in Ecuador

FEDEXPOR has initiated several agreements with other organizations in Ecuador for sharing information and providing export information services. An agreement has recently been signed with the Ministry of External Relations and one is being negotiated with the Ministry of Agriculture. This appendix contains a copy of an agreement for cooperation between the Central Bank of Ecuador and the Ministry of External Relations and a copy of the agreement with the Ministry of External Relations and FEDEXPOR.

CONVENIO ENTRE EL MINISTERIO DE RELACIONES EXTERIORES Y EL BANCO CENTRAL DEL ECUADOR SOBRE PARTICIPACION EN LA RED NACIONAL DE INFORMACION PARA PROMOCION DE EXPORTACIONES E INVERSIONES EXTRANJERAS. (PROYECTO ECU/S6/013/D/01/62)

CONSIDERANDO:

Que el Gobierno de Ecuador suscribió el Programa de la Naciones Unidas -PNUD- el 11 de noviembre de 1966, el Documento de Proyecto ECU/S6/013/D/01/62 titulado "Asistencia al Ministerio de Relaciones Exteriores - Área Económica", cuyos propósitos son la promoción de exportaciones e inversiones extranjeras en el país y racionalización de las importaciones mediante la agilización de flujos de información;

Que para el cumplimiento de dichos propósitos se ha previsto en el Documento de Proyecto el establecimiento de una Red Nacional computarizada que funcionará interconectada entre las entidades del país comprometidas en dichos procesos económicos;

Que el Banco Central del Ecuador ha sido señalado en el Documento de Proyecto para participar en la indicada Red;

Que su participación conviene a los intereses del país y particularmente al comercio nacional de exportación.

CONVIENEN:

Suscribir el presente Convenio, al tenor de las siguientes cláusulas:

ARTICULO 1o.

Establecer un flujo de información entre el Ministerio de Relaciones Exteriores y el Banco Central del Ecuador en el marco del Proyecto ECU/S6/013/D/01/62.

ARTICULO 2o.

El Banco Central del Ecuador facilitará y apoyará técnicamente al Ministerio de Relaciones Exteriores para el cumplimiento de los propósitos establecidos en el presente Convenio.

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ARTICULO 3o.

El Banco Central del Ecuador se compromete a proporcionar al Ministerio de Relaciones Exteriores información sobre los siguientes aspectos:

- a) Estadísticas reales de importaciones y exportaciones correspondientes a los últimos cuatro años.
- b) Estadísticas provisionales mensuales del año en curso.
- c) Directorio de Exportadores.
- d) Código y denominación CUCI.
- e) Código y denominación HABANDINA.

ARTICULO 4o.

El Banco Central del Ecuador permitirá al Ministerio de Relaciones Exteriores conectarse con su computador para constituirse en usuario del "sistema computarizado de aranceles", para lo cual ofrecerá apoyo técnico y capacitación.

ARTICULO 5o.

El detalle de la información que el Banco Central del Ecuador se compromete a entregar al Ministerio de Relaciones Exteriores de conformidad con las estipulaciones del Artículo 3o., comprende los siguientes temas:

5.1.- EXPORTACIONES REALIZADAS

En "Exportaciones Realizadas" cuya información comprende los datos estadísticos de exportaciones de los cinco años anteriores, incluido el año vigente, se establecerá un "archivo histórico" que agrupará dichos datos. Además, durante un período de un "archivo actual" que abarcará los datos del año en curso, estos archivos comprenderán lo siguiente:

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a) Archivo Histórico

- CUCI
- PAIS DE DESTINO
- AÑO INICIAL
- KILOS PRIMER AÑO
- VALOR PRIMER AÑO
- KILOS SEGUNDO AÑO
- VALOR SEGUNDO AÑO
- KILOS TERCER AÑO
- VALOR TERCER AÑO
- KILOS CUARTO AÑO
- VALOR CUARTO AÑO

La información corresponderá a los totales de los acumulados reales anuales.

b) Archivo Actual

- CUCI
- PAIS DE DESTINO
- MES
- KILOS
- VALOR

La información corresponderá a los totales de los acumulados provisionales mensuales.

5.1.1.- El Banco Central del Ecuador proporcionará al Ministerio de Relaciones Exteriores la información correspondiente al "archivo histórico", mencionado en el artículo precedente, por una sola vez a partir del año de 1954.

5.1.2.- El Banco Central del Ecuador entregará mensualmente al Ministerio de Relaciones Exteriores la información correspondiente al "archivo actual", mencionada en el artículo 5.1, del último mes del año vigente.

5.1.3.- El Banco Central del Ecuador, proporcionará al Ministerio de Relaciones Exteriores la información de los totales de los acumulados provisionales mensuales.

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5.2.- IMPORTACIONES EFECTIVAS

En "Importaciones Efectivas", que corresponde a la información estadística de importaciones de los cinco años próximos anteriores incluido el año vigente, se ha establecido un "archivo histórico" que agrupará datos sobre los últimos cuatro años, y un "archivo actual" que almacenará los datos del año en curso; estos archivos comprenden lo siguiente:

a) Archivo Histórico

- HABARDTHA
- PAIS DE ORIGEN
- AÑO INICIAL
- KILOS PRIMER AÑO
- VALOR POR PRIMER AÑO
- VALOR CIF PRIMER AÑO
- KILOS SEGUNDO AÑO
- VALOR POR SEGUNDO AÑO
- VALOR CIF SEGUNDO AÑO
- KILOS TERCER AÑO
- VALOR POR TERCER AÑO
- VALOR CIF TERCER AÑO
- KILOS CUARTO AÑO
- VALOR POR CUARTO AÑO
- VALOR CIF CUARTO AÑO

La información correspondiente a los totales de los acumulados reales anuales:

b) Archivo Actual

- PAIS
- PAIS DE DESTINO
- AÑO
- KILOS
- VALOR

La información correspondiente a los totales de los acumulados provisionales mensuales:

5.2.1.- El Banco Central del Ecuador proporcionará al Ministerio de Relaciones Exteriores la información correspondiente al "Archivo Histórico", mencionado en el Artículo precedente, por una sola vez a partir del año de 1984.

5.2.2.- El Banco Central del Ecuador entregará mensualmente al Ministerio de Relaciones Exteriores, información del "Archivo Actual", señalado anteriormente, la misma que corresponderá a los datos del último mes del año vigente.

5.2.3.- Al finalizar un período anual, el Banco Central del Ecuador, proporcionará al Ministerio de Relaciones Exteriores la información de los totales de los acumulados reales del año transcurrido.

5.3 DIRECTORIO DE EXPORTADORES

El archivo del "Directorio de Exportadores", contiene una recopilación de los datos de las empresas exportadoras ecuatorianas, la misma que comprende:

- NOMBRE DEL EXPORTADOR
- PRODUCTO
- CÓDIGO CUCI

5.3.1 El Banco Central del Ecuador, a través del Centro de Cómputo, comunicará al Ministerio de Relaciones Exteriores por escrito cualquier actualización referente al archivo del "Directorio de Exportadores".

5.4 DENOMINACIÓN DE CODIGOS CUCI

El archivo de "Denominación de Códigos CUCI", contiene un listado de los códigos, con su respectiva denominación de la clasificación Uniforme de Comercio Internacional, CUCI, la misma que comprende:

- CÓDIGO CUCI
- DENOMINACIÓN CUCI

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5.4.1 El Banco Central del Ecuador, a través de la Dirección de Investigaciones Económicas, comunicará al Ministerio de Relaciones Exteriores por escrito cualquier actualización referente al archivo de "Denominación de Códigos NABANDINA".

5.5 DENOMINACION DE CODIGOS NABANDINA

El archivo de "Denominación de Códigos NABANDINA" contiene un listado de los códigos, con su respectiva denominación, de la Nomenclatura Aduanera de Mercaderías aplicable al Grupo Andino, NABANDINA, la misma que comprende:

CODIGO NABANDINA
DENOMINACION NABANDINA

5.5.1 El Banco Central del Ecuador, a través de la Dirección de Investigaciones Económicas, comunicará al Ministerio de Relaciones Exteriores por escrito cualquier actualización referente al archivo de "Denominación de Códigos NABANDINA".

ARTICULO 6o.

El Banco Central del Ecuador, entregará al Ministerio de Relaciones Exteriores los archivos y actualizaciones correspondientes a los puntos establecidos en el Artículo 5o. en formato de 5.25 pulgadas formato IBM o compatible.

ARTICULO 7o.

El Banco Central del Ecuador comunicará a la Dirección General de Promoción Económica y Productos del Ministerio de Relaciones Exteriores las actualizaciones por escrito de los archivos correspondientes a los puntos establecidos en el Artículo

ARTICULO 8o.

Los técnicos en computación elaborarán la estructura de los archivos que deberán tener los módulos de información que se señalan en el Artículo 3o.

ARTICULO 9o.

El Ministerio de Relaciones Exteriores y el Banco Central del Ecuador se comprometen a desarrollar respectivamente los programas necesarios para el manejo y entrega de la información mencionada en el Artículo 3o.

ARTICULO 10o.

En caso de considerarse necesaria la inclusión de información adicional relacionada con el Proyecto ECU/USA/013 para ser desarrollada en el Ministerio de Relaciones Exteriores, ésta será solicitada al Banco Central del Ecuador dentro del marco del presente Acuerdo.

Hecho en la ciudad de Quito, a los _____ días
del mes de _____ de mil novecientos ochenta y ocho.

Por el Ministerio de
Relaciones Exteriores

Por el Banco
Central del Ecuador

Dr. Rafael Carrillo Velasco
MINISTRO

Don. Fernando Sevilla
GERENTE GENERAL

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APPENDIX D:

Agreements for International Information Sharing with Other Organizations

FEDEXFOR has participated in meetings which seek to create commercial information sharing networks among several South American nations. This appendix contains copies of several agreements and the program of the recent JUNAC sponsored meeting in Lima.

J/DC/3
3 de junio de 1987

LA RED ANDINA DE INFORMACION COMERCIAL

LA RED ANDINA DE INFORMACION COMERCIAL

OBJETIVOS

La Red Andina de Información Comercial (RAIC) fue creada como un instrumento de apoyo para las labores de promoción de comercio dentro del Plan Andino de Promoción de Exportaciones. En este sentido, recopila, procesa y difunde información comercial al servicio de las oficinas de promoción de exportaciones de los países andinos y de la Junta.

Una de las labores principales de la Red es apoyar a los gremios empresariales, a las empresas exportadoras, bancos y otras instituciones afines al comercio exterior de los Países Miembros, con información actualizada sobre la situación de los diferentes mercados en la Subregión, con el fin de fomentar el intercambio subregional.

INFORMACION COMERCIAL DISPONIBLE

1. Indicadores Económicos de los Países Andinos
 - 1.1 Coyuntura Económica (Información mensual: cambiaria, monetaria, precios, reservas internacionales, comercio exterior, etc.).
 - 1.2 Series estadísticas anuales con indicadores agropecuarios, industriales, comercio exterior, sociales, etc.
2. Estadísticas de Comercio Exterior (a nivel producto)
 - 2.1 Exportaciones
 - 2.2 Importaciones
 - 2.3 Índices de precios
 - 2.4 Evolución del comercio por país destino, por tipo de comercio, etc.
3. Información Arancelaria
 - 3.1 Aranceles nacionales
 - 3.2 Programa de Liberación
 - 3.3 Convenios bilaterales
 - 3.4 Acuerdos de alcance parcial (ALADI)
 - 3.5 Resoluciones de la Junta del Acuerdo de Cartagena.

4. Barreras Comerciales

4.1 Restricciones para-arancelarias vigentes

4.2 Cláusulas de salvaguardia

4.3 Lista de excepciones

5. Empresas dedicadas al Comercio Exterior

5.1 Exportadoras. Directorio de Oferta Exportable.

5.2 Principales importadores potenciales de la Subregión.

5.3 Empresas de Comercialización Internacional.

5.4 Directorio de Participantes en Ruedas Andinas de Negocios.

SERVICIOS QUE PODEMOS BRINDAR

1. Perfiles de comercio: para grupos de productos determinados, incluyendo volúmenes de exportación, importación, situación arancelaria, regímenes legales vigentes.
2. Identificar posibles contrapartes para intercambio de productos, tanto en lo que respecta a abastecedores como demandantes potenciales (aunque esto último de acuerdo a la disponibilidad de la información) y empresas comercializadoras que se encarguen de negociar dichos bienes.
3. Intercambio de documentación comercial, como acuerdos firmados por los Países Miembros, estadísticas económicas y de comercio exterior, aranceles, programa de liberación, etc.
4. Estudios de mercado: la RAIC recibe esta información de algunos países, entidades, etc., las mismas que se publican en su Boletín Informativo. Asimismo se ha preparado para efectos de las Ruedas de Negocios con países fuera de la Subregión, estudios sobre posibles productos a intercambiar con Argentina, Brasil, México y Países Centroamericanos.
5. Oportunidades Comerciales: también se recibe, aunque en forma restringida, información sobre oferta y demanda de productos, la misma que se difunde a posibles usuarios o se publica en el Boletín Mensual. En este campo, existen entidades especializadas que pueden brindar un mejor servicio como es la Red de Información Comercial OEA-AICO o los propios bancos a través de sus propios sistemas de captura de información.
6. Difusión del mercado ampliado: atender consultas sobre las ventajas derivadas del programa de liberación, convenios bilaterales, acuerdos parciales, etc.

7. Boletín Mensual: difusión de las actividades del Plan Andino de Promoción de Exportaciones (capacitación, asistencia, ruedas de negocios, etc.), de oportunidades comerciales y estudios de mercados recepcionados por la PAIC, normas legales, Resoluciones emitidas por la Junta y en general noticias de tipo comercial.

COMO SOLICITAR INFORMACION

Con el conocimiento de la información que posee la PAIC y de los servicios que puede brindar, procederemos a notificar cómo puede solicitarse información:

- a) Definición del ámbito de la consulta: es requisito indispensable tener conocimiento preciso del código NABANDINA y de la descripción del producto o grupos de productos sobre los que se hace la consulta, esto es en cualquiera de los servicios en los que sea necesario.
- b) Definición del medio a utilizarse para intercambiar información:
- CINTAS MAGNETICAS: para estadísticas de comercio exterior, programa de liberación, aranceles y restricciones vigentes.
 - DISKETTES: para Directorio de las Ruedas de Negocios, información de productos indicada en el punto anterior, con la limitación de la capacidad de almacenamiento de este medio.
 - DOCUMENTOS O SUS COPIAS: Resoluciones, Decisiones, estudios de mercado, indicadores económicos, convenios, etc.
 - LISTADOS IMPRESOS: preparación de estudios específicos a consultar en la Base de Datos de la Junta, sobre las siguientes variables de los países andinos:
 - . Exportaciones/Importaciones en valor y toneladas por país origen y destino.
 - . Programa de Liberación, Lista de Excepciones.
 - . Principales productos comercializados por cada país.
- c) Definición del costo: cuando por características propias de la consulta se requiere el uso de un computador, se incurrirá en algunos gastos (tiempo de máquina, impresión, etc.), los mismos que tendrían que ser cubiertos por los usuarios, del mismo modo cuando debiera fotocopiar documentos extensos. En lo que respecta a los medios magnéticos para remitir información, éstos deberán ser proporcionados por el solicitante.
- d) Actividades a futuro: a mediano plazo la Junta poseerá el equipo necesario para interconexión directa de máquinas computadoras, a fin de que las entidades puedan tener acceso a la información sistematizada en la institución.

MODALIDADES DE COOPERACION EN EL CAMPO DE INFORMACION COMERCIAL

Las instituciones bancarias pueden apoyar las actividades de la RAIC, re-
mitiendo cierta información que potenciaría los servicios que ésta brinda.

Entre la información que pudiera enviar, se puede citar la siguiente:

- a) Oportunidades comerciales, licitaciones, en los casos que sean posibles.
- b) Líneas de crédito al comercio con que cuenta la institución.
- c) Publicaciones sobre trámites de exportaciones e importaciones que realizan las instituciones bancarias.
- d) Oportunidades de inversión.
- e) Estudios, boletines, evaluaciones económicas que efectúen los bancos en sus respectivos países.
- f) Tipos de servicios vinculados a la exportación, tales como trámites para importación.
- g) Notificación de estudios de mercados recibidos o producidos para su difusión.

SEMINARIO TALLER SOBRE METODOLOGIA DE OFERTA EXPORTABLE
Y DESARROLLO DE LA RAIC

Dentro de las actividades del Plan Andino de Promoción de Exportaciones PAPE 88, se ha contemplado brindar apoyo permanente a los Organismos de Promoción de Exportaciones de los Países Miembros, organizando cursos de extensión y capacitación en áreas específicas de comercio exterior para el sector público y privado de la Subregión.

En este contexto, se ha programado la realización de un Seminario Taller sobre difusión de información comercial y la presentación de una metodología para el estudio de la Oferta Exportable.

La reunión se desarrollará en Lima entre el 20 y el 24 de junio del año ⁽¹⁹⁸⁸⁾ en curso, en el local de la Junta del Acuerdo de Cartagena.

Objetivos

1. Desarrollo de la Red Andina de Información Comercial.
 - a. Exponer la experiencia de la Junta en el desarrollo de su base de datos de comercio e información comercial y promover su utilización a nivel subregional.

- b. Procurar un mayor intercambio de información entre la Red Andina de Información Comercial (RAIC) con las instituciones públicas y privadas de los Países Miembros.
- c. Conocer los planes de desarrollo en los Servicios de Información Comercial de las entidades participantes.

2. Metodología sobre Oferta Exportable

Esta actividad ha sido programada como un instrumento de apoyo al Programa Latinoamericano y del Caribe de Información Comercial y Apoyo al Comercio Exterior (PLACIEX).

Se expondrá la metodología para el Estudio de la Oferta elaborada por el Centro de Comercio Internacional - CCI.

El objetivo es el siguiente: capacitar a los participantes en el uso de los módulos computarizados del Mark-Match (Marketing-Matching), desarrollado para un mejor uso de la oferta exportable, el mismo que comprende la entrada de datos de la oferta, aprovechamiento estático de la información y análisis dinámico de los resultados de la encuesta que para dicho fin se lleve a cabo.

Resultados

Con este Taller se espera obtener los siguientes resultados:

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- a. Mayor uso de las bases de datos desarrolladas en la Junta, sea por consultas vía modem o por entrega de información.
- b. Recabar información para elaborar un programa de asistencia técnica para los servicios de Información Comercial de la Subregión en el marco del PAPE 1989-1991.
- c. Identificar sistemáticamente a los usuarios finales de información comercial y servicios de acuerdo a sus necesidades específicas.
- d. Identificar selectivamente el potencial exportador y las necesidades de cooperación técnica y financiera a nivel de sectores, productos y compañías.
- e. Mejorar los sistemas de recolección de información de las encuestas sobre Levantamiento de Oferta Exportable a programarse por las entidades participantes.
- f. Apoyar a los Organismos de Promoción de Exportaciones a desarrollar la infraestructura requerida para constituirse como miembro pleno del PLACIEX.
- g. Coordinar acciones entre las diferentes instituciones nacionales e internacionales a fin de distribuir racionalmente los esfuerzos evitando las duplicaciones innecesarias.

Participantes

El Seminario - Taller esta dirigido a funcionarios de los siguientes niveles:

1. Director de Promoción de Exportaciones o Coordinador del Levantamiento de la Oferta Exportable.
2. Responsable del Servicio de Información Comercial (SIC) o Jefe de Informática responsable de sistematizar tanto la oferta exportable como dar apoyo a los SIC.
3. Alto ejecutivo de la Asociación Nacional de Exportadores, Cámara de Industria/Comercio.

Expositores

Un consultor del Centro de Comercio Internacional (CCI) estará a cargo de la exposición sobre Metodología Computarizada de la Oferta Exportable.

Funcionarios de la Junta presentarán las bases de datos, se discutirá sobre modalidades de intercambio y el desarrollo de la RAIC.

Programa

Lunes 20:

8:30 am

Registro de Participantes.

Ceremonia inaugural a cargo de un miembro de la Junta del Acuerdo de Cartagena.

9:00 - 11:00

Sesión de Trabajo.

Exposición de funcionario JUNAC sobre la experiencia de la Junta en el desarrollo de su base de datos de estadística e intercambio comercial.

11:00 - 11:15

Receso

11:15 - 13:00

Exposición de los participantes sobre las actividades realizadas y planes a desarrollar por sus instituciones en el área de información comercial. (Límite 10 minutos). Se solicita que se presente un informe por escrito.

13:00 - 15:00

Almuerzo

15:00 - 16:10

Prosiguen las exposiciones de los participantes.

16:15 - 16:30

Receso

16:30 - 18:00 Discusión sobre posibles modalidades de intercambio de información entre la RAIC con las instituciones públicas (SIC) y privadas de los Países Miembros.

Martes 21 - Viernes 24

9:00 - 10:30 Sesión

10:30 - 10:45 Receso

10:45 - 13:00 Sesión

13:00 - 15:00 Almuerzo

15:00 - 16:30 Sesión

16:30 - 16:45 Receso

16:45 - 18:00 Sesión

Viernes 24

18:00 Acto de clausura

Personal de Comercio

1989

	<u>Junta</u>	<u>Cooperación Técnica</u>
<u>Funcionarios Internacionales</u>	Edgar Viera Luis López Néstor Linero Gabriel Loza Angel Rasmussen Luis Fraylán Jorge Olcese Piedad Gómez	Víctor Arteaga Vacante
<u>Funcionarios Locales</u>		
ATP	Alfredo Bambarén Miguel Ramos Consuelo Giménez Giancarlo Dávila	Luz Marina Valderram
Asistentes		Juan Carlos Ríos Estrella Schwartzman
Auxiliares	Edgar Preciado Ramón Montoya	Miguel Otero
Secretarias	Carmen Salinas Marilú del Castillo Mariela Gazzo Patricia Naranjo	Mercedes Menacho
Conserjes	Ernesto Torres	José Vivanco

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Grimaldo del Solar 222 - Miraflores

Teléfono: 443530

Tarifa: US\$ 20 (incluye impuestos y servicios)

ACUERDO DE CARTAGENA



COMISION

COM/XLV/dt 3
15 de octubre de 1987

Cuadragésimoquinto Período de Sesiones
Ordinarias de la Comisión
26 y 27 de octubre de 1987
Guayaquil - Ecuador

PLAN ANDINO DE PROMOCION DE EXPORTACIONES

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PLAN ANDINO DE PROMOCION DE EXPORTACIONES

PAPE 88

ANTECEDENTES

En 1979 se inició formalmente la ejecución de acciones para fomentar el comercio, por medio de los Planes Andinos de Promoción de Exportaciones (PAPE), los cuales fueron aprobados en reuniones de Directores de Promoción de Exportaciones del Grupo Andino.

Las actividades desarrolladas estuvieron concentradas en la celebración de Ruedas de Negocios sectoriales, poniendo en contacto a los empresarios de la Subregión con miras a lograr un conocimiento mutuo, aún insuficiente, de quienes deben llevar a cabo en la práctica el esquema de integración; y de actividades de capacitación, a través de pasantías en organismos públicos y privados de la Subregión, cuyo grado importante de desarrollo permite difundir y aprovechar esas experiencias positivas por otras personas de los Países Miembros. Igualmente, se adelantaron acciones específicas para la promoción de las comercializadoras internacionales y la puesta en marcha de programas puntuales de significativa importancia para la actividad exportadora, como es el Programa de Envase y Embalaje, que actualmente se adelanta con el apoyo de la Comunidad Económica Europea.

A fines de 1986 la Comisión decidió que en adelante el PAPE sería analizado y aprobado por este órgano, lo cual se inició en el Quincuagésimo Período Extraordinario de Sesiones de la Comisión en junio del presente año, con el Plan de Acción Inmediata del PAPE para el período julio-setiembre 1987.

CARACTERISTICAS PRINCIPALES DEL PAPE 88

Teniendo en cuenta inquietudes planteadas en la Comisión, opiniones directas expresadas en los países por los organismos de enlace, organismos de promoción y gremios privados, así como criterios de los distintos Departamentos y Programas de la Junta se ha estructurado el programa de actividades del PAPE 88 con las siguientes características principales:

1. Vincular más directamente las actividades de promoción a las actividades propiamente dichas del proceso de integración

En este sentido, la Junta ha procedido a nivel interno a integrar dentro del Departamento de Comercio, las labores de promoción con las de política comercial, de manera que las

primeras no se adelantan con objetivos aislados, sino en función de las prioridades que se señalen al proceso de integración.

Dentro de este enfoque por ejemplo, una herramienta básica de las actividades de promoción, como son las Ruedas de Negocios, se llevarán a cabo principalmente vinculándolas a las actividades acordadas en el Protocolo Modificatorio y en el Programa de Transición, de tal manera que la mayoría de las Ruedas de Negocios a realizarse en 1988, correspondan a productos incluidos en el "Proyecto de Desviación de Comercio", en el "Programa de Levantamiento de Restricciones", que son labores iniciales aprobadas en el Programa de Transición, así como a productos derivados de los diagnósticos que se realicen en el sector industrial.

2. Extender el campo de acción del PAPE a aspectos de apoyo institucional y a labores más puntuales

En este sentido el PAPE 88, no se continúa con actividades desarrolladas en años anteriores ya mencionadas, sino que incorpora en el campo institucional, labores de apoyo a la consolidación de organismos de promoción de exportaciones en países como Bolivia; a la concreción de las prioridades nacionales de exportación a través de Planes de Exportación, lo cual a su vez permitirá vincular las demás actividades del PAPE a respaldar los productos prioritarios de cada país y a iniciar acciones con resultados en el mediano plazo, como es la simplificación y facilitación de la documentación de comercio exterior y de transporte.

En aspectos puntuales, además de consolidar programas de capacitación, de empuje y embañaje, de información comercial, de comercializadoras internacionales vinculándolas a la figura de las empresas multinacionales andinas (EMAS); el PAPE 88 incorpora acciones de apoyo al desarrollo de nuevas producciones exportables, necesarios para mejorar las condiciones de ingreso de divisas de los Países Miembros; y el tema del transporte, complemento fundamental del comercio exterior, creando condiciones asociativas de los usuarios para obtener mejores fletes que les permita ser competitivos. Es de advertir, que las labores relacionadas con infraestructura (puertos, aeropuertos, vías, medios de transporte en sí, transporte multimodal, sello de reserva de carga, etc.) serán desarrolladas por el Programa de Integración Física de la Junta.

La filosofía general del programa de Promoción es el de dejar a los países las acciones parámetros nacionales, (con excepción de algunas para el caso boliviano), y contribuir al desarrollo de programas complementarios a los esfuerzos nacionales de los Países Miembros.

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3. Acciones de apoyo a la exportación hacia la Subregión y hacia terceros países

El PAPE 88 incluye acciones orientadas fundamentalmente a consolidar y mejorar las condiciones de comercio en la Subregión, si bien varias de esas acciones contribuyen también a perfeccionar las ventas a otros mercados.

De otra parte, se incorporan algunas acciones para respaldar esfuerzos nacionales, tendientes a incrementar el universo de productos exportables, varios de los cuales tienen mercado principalmente en terceros países. El hecho de que varias de esas nuevas producciones exportables correspondan a los mismos productos en cada país, crea la responsabilidad para la Junta de iniciar una labor de coordinación e información, con miras a prevenir en el futuro inmediato, consecuencias económicas negativas por sobreoferta, precios bajos y consiguiente desestímulo para los inversionistas. Además, el trabajo conjunto permite racionalizar y optimizar la ayuda internacional, al canalizarla a través de la Junta para los cinco Países Miembros; y permite también adelantar conjuntamente acciones de divulgación y de penetración de nuevos mercados internacionales, en donde varias producciones exportables, (es el caso de varias frutas), son desconocidas por los consumidores potenciales.

IMPORTANCIA DE LA PROMOCION

Una de las bases para el éxito y desarrollo del proceso de integración, es lograr una producción exportable suficiente y competitiva, que permita instrumentar los distintos mecanismos diseñados para alcanzar el mercado ampliado. Poco se lograría reglamentando un variado instrumental de mecanismos de integración, si no existe la oferta necesaria para aprovechar en la práctica los mecanismos del proceso. Lo importante es, como se comentó en el punto anterior, que las actividades de promoción no respondan a esfuerzos aislados, sino que estén debidamente vinculadas a las prioridades señaladas por el Acuerdo de Cartagena, los Protocolos y en la situación presente, el Programa de Transición.

Si se contempla retrospectivamente lo planteado sobre el particular en los últimos años, encontramos que los conceptos y fundamentos que justifican la promoción, que están en la declaración "Para Nosotros la Patria es América", en el Plan de Reorientación, en las Estrategias Sectoriales, en el Protocolo Modificatorio y en el Programa de Transición.

Con base en la Decisión 225 que consagra el Programa de Transición, mientras entra en vigencia el Protocolo de Quito, y señala en las acciones previstas en el área de comercio en el literal d) del

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Artículo 2, desarrollar "Acciones tendientes a incrementar las corrientes comerciales subregionales y a facilitar la reorientación de las importaciones que se efectúan desde terceros países", se presenta a consideración de la Comisión el siguiente "Plan de Promoción de Exportaciones para 1988".

1. FORTALECIMIENTO DE LOS ORGANISMOS NACIONALES DE PROMOCIÓN DE EXPORTACIONES (OPE)

Las diferentes acciones contempladas en el presente documento, buscan desarrollar un programa integral de apoyo a los Organismos de Promoción de Exportaciones, el cual, habida cuenta de la heterogeneidad existente en los OPE de la Subregión, será utilizado de acuerdo con las necesidades de dichos organismos. Igualmente, se procura enmarcar las acciones de apoyo de la Junta a las actividades de promoción, dentro de unas prioridades de exportación claramente señaladas por cada país.

Actividades a Realizar

- 1.1 Apoyar el desarrollo y fortalecimiento institucional de los OPES, como el INFEX en Bolivia, colaborando en la organización y definición de acciones prioritarias en el mejoramiento de determinadas actividades para los actualmente existentes.
- 1.2 Prestar asistencia técnica a los Países Miembros que lo soliciten en el diseño, instrumentación y evaluación de los Planes o Programas Nacionales de Exportación que concreten las prioridades exportables.
- 1.3 Iniciar un Programa a Mediano Plazo sobre Facilitación y Simplificación de la Documentación de Comercio Exterior y de Transporte, con el apoyo de organismos internacionales que vienen prestando asistencia en este campo.

Un primer paso sería la constitución en cada país de los "Comités Nacionales de Facilitación", los cuales permitirían desarrollar un trabajo concertado entre los sectores público y privado, así como captar apoyo internacional de Comités similares de países desarrollados.

- 1.4 Organizar Seminarios Taller sobre metodología, elaboración y actualización de oferta exportable.
- 1.5 Realizar la XVII Reunión de Directores de Promoción de Exportaciones del Grupo Andino, con el fin de mantener la debida coordinación de las acciones del CAPE.

- 1.6 Celebrar un Seminario Subregional de Funcionarios Comerciales y Responsables de este tema en los Países Miembros con el fin de analizar las últimas disposiciones del proceso de integración y obtener su mayor vinculación con las labores de promoción que adelanta la Junta.

Financiamiento y Desarrollo

La Junta en coordinación con el Centro de Comercio Internacional-CCI de la UNCTAD-GATT de Ginebra, el Banco Interamericano de Desarrollo BID, Naciones Unidas y recursos de cooperación técnica internacional.

2. PROMOCION DEL COMERCIO DE LA SUBREGION

Objetivo

Reactivar el intercambio subregional, a través del mecanismo de Ruedas de Negocios, Misiones de Compradores y Encuentros Empresariales, facilitando las operaciones de comercio de productos originarios de los Países Miembros y la reorientación de las importaciones provenientes de terceros países en favor de la oferta subregional.

Metodología

Mejorar el sistema de Ruedas de Negocios, haciendo participes otras Áreas de la Junta, constatando disponibilidad de oferta exportable, identificando previamente problemas de introducción al mercado, suministrando información necesaria al participante antes y después del evento y realizando un seguimiento a los resultados alcanzados.

Actividades a Realizar

- 2.1 Ruedas de Negocios y Misiones de Compradores para productos identificados en el Programa de Levantamiento de Restricciones, en el Proyecto de Desviación de Comercio que apruebe la Comisión y en los Programas derivados del diagnóstico y evaluación del Sector Industrial.
- 2.2 Rueda de Negocios de productos agropecuarios y agroindustriales, para los cuales los estudios de mercado preparados por la Junta hayan identificado posibilidades en el mercado intrasubregional.
- 2.3 Rueda de Negocios con el fin de propiciar la complementación comercial subregional en herramientas, equipos, envases y embalajes para la producción agropecuaria y agroindustrial, de acuerdo con los estudios adelantados por el Departamento Agropecuario.

- 2.4 Rueda de Negocios para Bolivia de un grupo representativo de productos con oferta exportable verificada, identificados en los estudios de la Misión BID-JUNAC.
- 2.5 Encuentro Empresarial y Rueda de Negocios del sector pesquero e industrias afines, en coordinación con ALADI y OLDEPESCA, dirigida a los proveedores y consumidores de productos pesqueros, fabricantes de equipo para la industria alimenticia (procesamiento, deshidratación y conservas), fabricantes de embarcaciones, fabricantes de artes y equipo de pesca, tecnología y servicios.
- 2.6 II. Rueda de Negocios Grupo Andino - Centroamérica y I Encuentro de Agregados Comerciales del Grupo Andino en países centroamericanos. De esta forma, se dará continuidad a los contactos con Centroamérica iniciados en la I Rueda y por primera vez, se vinculará a los funcionarios comerciales de los países andinos en esa región, a las actividades de promoción de la Junta.

Igualmente, se coordinarán las acciones del Programa Grupo Andino/Centroamérica, tendientes a vincular empresarios de ambos Acuerdos de Integración en "Joint-Ventures", para ventas locales y para ventas al mercado norteamericano aprovechando las ventajas de la Iniciativa para la Cuenca del Caribe, tanto para bienes físicos como para servicios (ingeniería, consultoría, turismo, entre otros).

Financiamiento y Desarrollo

Recursos ordinarios de la Junta, de cooperación técnica de la CEE y del CBI de Holanda.

3. PROYECTO DE DESVIACION DE COMERCIO

Objetivo

Apoyar la ejecución del Proyecto de Desviación de Comercio, con el objeto de permitir la representación de importaciones andinas de terceros países en favor de la producción subregional.

Estas actividades se ejecutarán en función de la canasta de productos objeto del programa y consistirán en:

- a) Ejecutar acciones de promoción en el corto plazo, para aquellos productos con oferta exportable identificada y de comercialización inmediata.
- b) Desarrollar acciones de mediano plazo, a fin de acondicionar la exportación de los productos que teniendo una demanda potencial identificada en el Proyecto, confrontan problemas para ser comercializados en el mercado subregional.

Actividades a Realizar

- 3.1 Realización de Ruedas de Negocios, Misiones de Compradores y otras acciones de promoción para los productos objeto del Programa.
- 3.2 Brindar asistencia técnica a las empresas y/o productos objeto del Programa para resolver sus problemas de producción y comercialización, tales como envase y embalaje, calidad y transporte, entre otros.
- 3.3 Difusión de la existencia de producción subregional entre los importadores públicos y privados de dichos productos.

4. DESARROLLO DE EMPRESAS DE COMERCIALIZACION INTERNACIONAL Y DE EMAS COMERCIALIZADORAS

Objetivo

Apoyar la constitución y consolidación de Empresas de Comercialización Internacional, extendiendo esta figura dentro del marco de las Empresas Multinacionales Andinas, a la de EMAS Comercializadoras.

Actividades a Realizar

- 4.1 Propiciar, en los países del Grupo Andino que no tengan legislación correspondiente, el establecimiento de un marco legal de incentivos para las "Empresas de Comercialización Internacional". Iniciar las acciones necesarias orientadas a obtener una armonización de estas disposiciones a nivel subregional.
- 4.2 Producida la flexibilización de las normas andinas sobre inversión extranjera, se promoverá la figura de "EMAS Comercializadoras" como instrumento para impulsar la capacidad de mercado entre y extraregional. Esto propiciará la conformación de paquetes de oferta andina y estimulará la celebración de Joint-Ventures, con la vinculación de comercializadoras latinoamericanas y europeas entre otras.
- 4.3 Organizar y coordinar el II Encuentro de Ejecutivos de Empresas de Comercialización Internacional, con participación no sólo de empresas de la Subregión sino de terceros países.
- 4.4 Proporcionar información continua a los Países Miembros sobre lo que está ocurriendo en cada uno, con respecto a la legislación de Comercio Exterior y desarrollo de este tipo de empresas.

4.5 Promover el establecimiento de líneas de financiamiento para la creación de EMAS Comercializadoras y para proyectos específicos de producción y comercialización externa generados por las empresas de comercialización internacional.

Financiamiento y Desarrollo

Junta con recursos de cooperación técnica y el apoyo de la CAF, el BID y el PNUD.

5. RED ANDINA DE INFORMACION COMERCIAL - RAIC

Objetivo

Apoyar el desarrollo de las Redes Nacionales de Información Comercial y su interconexión con entidades en el exterior. Asimismo, estimular el intercambio de información comercial con las instituciones públicas y privadas de los Países Miembros y entre éstas y las de terceros países.

Proporcionar el sustento de información y su procesamiento, indispensables en la realización de las actividades del Plan Andino de Promoción de Exportaciones y del Programa Andino de Inversiones.

Lograr un mejor aprovechamiento de la Base de Datos de la JUNAC por los sectores público y privado de los Países Miembros.

Actividades a Realizar

5.1 Organizar y realizar un Seminario Taller sobre el diseño y funcionamiento de la Base de Datos de la Junta, PLACIEX (Programa Latinoamericano y del Caribe de Información Comercial y de Apoyo al Comercio Exterior) e implementación de Redes de Información, para los funcionarios de los Organismos de Enlace, Promoción y Gremios de Exportadores, con el fin de incrementar el cubrimiento y cruce de información, en coordinación con la Unidad de Informática.

5.2 Evaluar las posibilidades de apoyo a los servicios de información comercial de las instituciones y asociaciones nacionales de exportadores.

5.3 Apoyar a los Organismos de Promoción de Exportaciones y Gremios Nacionales en la operación de las actividades de promoción de exportación e inversión que requieran información y procesamiento.

5.4 Coordinar con PLACIEX su vinculación con los Organismos Nacionales de Promoción de Exportaciones.

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5.5 Difundir la información procesada en la Junta a los Organismos de Promoción de Exportaciones OPE y Gremios Nacionales.

5.6 Apoyar las actividades de la banca regional con información comercial que requiera para posibilitar su mayor participación en el comercio intrasubregional.

5.7 Actualizar el Banco de Datos con la información de oferta exportable andina y la de importadores subregionales y de terceros países para apoyar las actividades del PAPE y del PAPI.

5.8 Evaluar los resultados de las Ruedas de Negocios y del Encuentro de Comercializadoras realizadas dentro de las actividades del PAPE 1985-1987.

5.9 Elaborar y difundir el boletín mensual de la RAIC.

Financiamiento y Desarrollo

La Junta con recursos de cooperación técnica de la CEE y el CBI de Holanda.

6. CAPACITACION

Objetivo

El programa de capacitación está dirigido a funcionarios de entidades oficiales y empresarios con el fin de ampliar su conocimiento sobre las técnicas de comercio exterior y el aprovechamiento directo de las experiencias en organismos y empresas, a través de seminarios especializados y de pasantías.

Actividades a Realizar

6.1 Seminario sobre la Ley de Comercio de los EE.UU. el cual se organizará a nivel subregional con participación de funcionarios del sector público y empresarios seleccionados, con el fin de evaluar sus efectos en las exportaciones andinas y preparar el diseño de una estrategia subregional que ataje los efectos proteccionistas de dicha disposición, en especial los referentes a derechos compensatorios y medidas antidumping.

6.2 Organización y desarrollo de cursos nacionales sobre manejo post-cosecha, control de calidad, mercadeo y transporte de productos agropecuarios y agroindustriales de exportación no tradicional.

6.3 Pasantías de funcionarios públicos en organismos de promoción de la Subregión y de terceros países.

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- 6.4 Fortalecimiento de los programas de capacitación en Bolivia identificados con los sectores público y privado de dichos país.
- 6.5 Coordinar y auspiciar Misiones de Estudio de empresarios para que conozcan experiencias exportadoras exitosas y se actualicen sobre nuevas técnicas de producción, equipos, embalaje, precios y canales de comercialización.
- 6.6 Organizar cursos subregionales y nacionales sobre áreas específicas de comercio exterior.

Financiamiento y Desarrollo

Junta, CAF, CICOM, y recursos de Cooperación Técnica.

7. PROGRAMA DE ENVASE Y EMBALAJE PARA LA EXPORTACION

Este es un programa que se está desarrollando con la Comunidad Económica Europea en los cinco países, el cual parte del principio elemental de que sin un empaque adecuado no hay exportación. Su finalidad principal es la de mejorar la comercialización y exportación de los productos tanto tradicionales como no tradicionales, consolidando simultáneamente el intercambio entre el Grupo Andino y la CEE.

Para obtener dicha finalidad, el Proyecto cubre tres objetivos:

- a) Transferencia de tecnología tendiente a la promoción de exportación de productos de los países del Acuerdo de Cartagena.
- b) Mejorar la comercialización de productos, tanto agroalimentarios como industriales.
- c) Contribuir a desarrollar la industria del embalaje en cuanto a producción de materiales de empaque y optimización del uso de equipos de envase y embalaje.

En la práctica, un programa de esta naturaleza tiene una cobertura muy amplia, desde los responsables del tema en los Gobiernos hasta productores, fabricantes, usuarios, exportadores, y servicios de transporte.

Hasta el presente se han desarrollado las tres primeras fases, de que básicamente han consistido en la redacción de una Guía de Embalaje y de unos cursos prácticos, la formación de 75 instructores y consejeros de embalaje y envases en los Países Miembros (15 por país) y la formación en Europa de instructores (2 por país).

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Objetivo

Dar seguimiento al Programa de Envase y Embalaje con la Comunidad, desarrollando las fases siguientes tendientes a asegurar una continuidad y un esfuerzo multiplicador, definiendo una estructura receptora en cada país, la cual permita canalizar los esfuerzos ya desarrollados en la formación de personas de los sectores público y privado y para impulsar acciones de sensibilización a todos los niveles para mejorar la calidad del embalaje y así lograr una mejor exportación.

Actividades a Realizar

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- 7.1 Determinar en cada país la estructura más adecuada para la organización y funcionamiento de CENTROS NACIONALES DE ENVASE Y EMBALAJE y brindar la asistencia técnica necesaria para alcanzar este objetivo.
- 7.2 Involucrar a las distintas instituciones públicas y privadas en la conformación de los Centros Nacionales de Embalaje, incluyendo institutos técnicos de investigación y universidades.
- 7.3 Iniciar labores de difusión de información especializada, vinculando la labor de los Centros al apoyo de los programas prioritarios de exportación definidos por los países, multiplicar la capacitación de personal y a racionalizar las máquinas y materiales de embalaje.
- 7.4 Organizar el Primer Encuentro Andino de Centros de Envase y Embalaje, para definir programas comunes a desarrollar.

DESARROLLO DE NUEVAS PRODUCCIONES EXPORTABLES

Objetivo

Contribuir a diversificar la oferta exportable andina, procurando simultáneamente racionalizar el desarrollo de nuevas producciones exportables de los Falsos Miembros, con el objeto de captar tecnología y asistencia técnica extranjeras que adecúen esas producciones a las exigencias de los mercados en aspectos tales como producción, embalaje, diseño, control de calidad y canales de comercialización entre otros.

Asimismo, evitar duplicidades innecesarias en la producción, las cuales podrían generar excesos de oferta con la consiguiente baja en los precios y desestimulo para los inversionistas. Se procuraría complementar dichas ofertas mediante el cruce de información entre los Países Miembros sobre sus listados de prioridades exportables identificadas en sus Planes Nacionales de Exportación.

Se trata de identificar a mediano plazo proyectos específicos para exportación, así como para el desarrollo de acciones conjuntas en las fases de promoción externa, transporte y comercialización. Esto es aplicable principalmente a renglones agropecuarios y agroindustriales como las frutas y hortalizas frescas y en conserva, las cuales se han convertido en alternativa exportable para todos los Países Miembros.

Actividades a Realizar

8.1 - Encuentro Subregional sobre experiencias en investigación, introducción y desarrollo de nuevas especies y variedades hortifrutícolas destinadas a la exportación.

8.2 Se brindará apoyo a productos prioritarios identificados en sus programas de exportación por los Países Miembros, tales como:

- Asistencia técnica para frutas, legumbres y hortalizas frescas, frutas y vegetales congelados.

Áreas: técnicas de manejo en cosecha y post-cosecha; envase, embalaje y control de calidad; actividades de pre-embarque y estudios de mercado.

- Marroquinería en general, especialmente bolsos, zapatos y artículos de viaje de cuero.

Áreas: asistencia técnica para la producción, diseño, corte, acabado y control de calidad.

- Confecciones.

Áreas: técnicas de diseño, corte acabado
y control de calidad.

- Muebles de Madera.

Áreas: diseño, producción
comercialización.

- Artesanías.

Áreas: producción, embalaje
comercialización.

8.3 Estudios de demanda en los mercados seleccionados por los Países Miembros para introducir los productos identificados en los Planes Nacionales con posibilidades de exportación, incluyendo características de la demanda de esas producciones en los próximos años, de acuerdo a las prioridades señaladas por los países. Esto es muy importante para proyectos que entrarán en producción dentro de tres (3) a seis (6) años, para los cuales es necesario tener despejada la situación de mercados. Igualmente lo es, para producciones exportables actuales, para las cuales los Países Miembros están interesados en que se precisen las condiciones de mercado en áreas como la CEE para renglones como galletería y confecciones por ejemplo.

8.4 Programar campañas de promoción para colocar productos en el mercado europeo (campañas de degustación, participación en ferias especializadas; galletería en idioma local). Varias de las producciones agrícolas en las cuales nuestros países tienen claras ventajas comparativas no tienen mercado en los países desarrollados por desconocimiento de estos productos. Una acción conjunta de los Países Miembros para dar a conocer estas producciones, podría superar esta limitación en el mediano plazo, abriendo nuevas fuentes de divisas.

8.5 Gestionar apoyo y organizar a nivel local la venida de misiones de compradores europeos y japoneses para sectores específicos de la oferta exportable andina.

Best Available Document

9. ORGANIZACION DE LOS USUARIOS ANDINOS DEL TRANSPORTE CAPACITACION DE LOS MISMOS

Antecedentes y Objetivos

En el campo del transporte de carga se aplica con gran intensidad la reflexión de que sin condiciones adecuadas para movilización de las mercancías, no puede efectuarse comercio exterior, tanto de importación como de exportación. La calificación de qué constituye "condiciones adecuadas" abarca temas muy variados, desde las condiciones físicas de infraestructura vial, puertos, aeropuertos y medios de transporte, a los niveles de flete y de recargos existentes en cada modalidad (marítima, aérea, terrestre), pasando por las reglamentaciones existentes para la operatividad de los medios de transporte (tránsito y actuación aduanera) y de elementos que facilitan ese transporte (contenedores prescintados aforados o bodega del exportador).

Para el PAPE SS se ha coordinado con el Programa Especial Infraestructura Física la actividad que esa área desarrollaría en estos temas, concentrando en el Departamento de Comercio referencias al apoyo institucional para la agrupación de usuarios importadores y exportadores, a fin de poder obtener mejores condiciones en los niveles de fletes; y temas de capacitación en aspectos puntuales como técnicas de negociación de fletes y adecuación de la carga según modalidades de transporte.

Actividades a Realizar

- 9.1 Apoyar la creación y organización de Consejos de Usuarios del Transporte Internacional en Colombia y Ecuador.
- 9.2 Colaborar en la consolidación de los Consejos de Usuarios del Transporte Internacional de Colombia, Perú y Venezuela.
- 9.3 Organizar y coordinar el Primer Encuentro de Consejos de Usuarios del Transporte Internacional del Grupo Andino, colaborar en la constitución de la Federación de Usuarios a nivel andino.
- 9.4 Colaborar con los países andinos en la definición de posiciones conjuntas andinas de los usuarios importadores y exportadores en la Conferencia del Grupo de Conducta y las Conferencias Multilaterales de la U. AD que habrá celebrarse en 1982.
- 9.5 Organizar y coordinar programas de capacitación para usuarios importadores y exportadores de la Subregión en temas tales como "Técnicas de Negociación de Fletes" "Adecuación de la carga de exportación según modalidades de transporte".

Financiamiento y Desarrollo

La Junta con el CCI, el BID, el CUTMA y recursos de cooperación técnica.

10. PROMOCION DEL FINANCIAMIENTO PARA EL COMERCIO EXTERIOR

Objetivo

Con el objeto de complementar las acciones de promoción del PAPE, se iniciarán en 1988 algunas relacionadas con una mayor difusión y aprovechamiento por los exportadores de la Subregión, de los mecanismos de financiación existentes.

- 10.1 Elaborar un documento informativo sobre los Mecanismos Financieros disponibles para las Exportaciones e Importaciones entre países latinoamericanos, el cual deberá incluir la facilidades de crédito que representan y los países e instituciones que participan, entre otras características no técnicas, el Convenio de Pagos y Créditos Recíprocos de la ALADI, SAFICO-CAF, BLADDEX, FAR, líneas de corresponsalia entre bancos comerciales.

Este documento deberá servir para promover el conocimiento y el uso de estos mecanismos y apoyar el intercambio comercial en el Grupo Andino.

- 10.2 Realizar Talleres de Trabajo Nacionales para divulgar y orientar los Mecanismos Financieros disponibles para las Exportaciones e Importaciones, con empresas de comercio exterior y los organismos de créditos incluidos en tales mecanismos. A fin de dar contenido y conseguir resultados prácticos, los participantes deberán llevar casos concretos que ilustren sobre las modalidades de operaciones que pueden cubrir estas facilidades. La CAF y los bancos comerciales de los países andinos deben conspiciar activamente estos talleres.

Asimismo, evitar duplicidades innecesarias en la producción, las cuales podrían generar excesos de oferta con la consiguiente baja en los precios y desestimulo para los inversionistas. Se procuraría complementar dichas ofertas mediante el cruce de información entre los Países Miembros sobre sus listados de prioridades exportables identificadas en sus Planes Nacionales de Exportación.

Se trata de identificar a mediano plazo proyectos específicos para exportación, así como para el desarrollo de acciones conjuntas en las fases de promoción externa, transporte y comercialización. Esto es aplicable principalmente a renglones agropecuarios y agroindustriales como las frutas y hortalizas frescas y en conserva, las cuales se han convertido en alternativa exportable para todos los Países Miembros.

Actividades a Realizar

8.1 Encuentro Subregional sobre experiencias en investigación, introducción y desarrollo de nuevas especies y variedades hortifrutícolas destinadas a la exportación.

8.2 Se brindará apoyo a productos prioritarios identificados en sus programas de exportación por los Países Miembros, tales como:

- Asistencia técnica para frutas, legumbres y hortalizas frescas, frutas y vegetales congelados.

Areas: técnicas de manejo en cosecha y post-cosecha; envasado, embalaje y control de calidad, actividades de pre-embarque y estudios de mercado.

- Marroquinería en general, especialmente bolsos, zapatos y artículos de viaje de cuero.

- Areas: asistencia técnica para la producción, diseño, corte, acabado y control de calidad.

ANNEX 11

Sample of FEDEXPOR Trade Update Newsletter



FEDEXPOR TRADE UPDATE

A Bi-Weekly Newsletter by Devres, Inc.



Volume 1 Issue 4 February 1988

ACCEPTANCE OF IRRADIATION AS QUARANTINE TREATMENT DEPENDENT ON USDA RULING

Treatment of fruits and vegetables by gamma irradiation has been shown to prolong shelf-life and to control insect infestation. While the Food and Drug Administration's (FDA) Center for Food Safety has set a limit of up to 100 kilorad as safe for human consumption, the Animal and Plant Health Inspection Service (APHIS) of the US Department of Agriculture (USDA), which issues rules for quarantine methods, has not accepted irradiation treatment as suitable for control of insects and similar pests in fruits and vegetables. Although APHIS is currently reviewing a proposal to authorize the use of irradiation as a quarantine treatment for papayas shipped from Hawaii, approval of this proposal would hold no promise of acceptance of irradiation in treating other perishables coming from other destinations. FDA reviews such requests on a case by case basis, a process which will be time consuming at this point since there is no existing body of data on which to base research. Right now, the only scenario in which irradiation might be used on an imported item would be one in which the exporter wishes to enhance the shelf-life of a commodity which is not subject to any USDA quarantine requirements.

UPDATE FLASH--

--Beginning March 1, 1988, the anniversary month of the anti-dumping order against Ecuadorian flower exporters, interested firms in Ecuador will be able to request case reviews by the US Department of Commerce's Office of Compliance. Details on the procedures for requesting a review will be reported

in a special upcoming issue of the Fedexpor Trade Update.

DATA REPORTING SERVICE HELPS TO IDENTIFY MARKETING OPPORTUNITIES

--The Port Import Export Reporting System (PIERS) is a trade information service that makes available detailed data on all import and export shipments arriving and departing through the 47 most active ports in the US. The information, based on ship manifests, can help groups like Fedexpor to identify potential customers for particular products, to monitor the actions of competitors and to uncover new marketing opportunities. For each imported shipment, PIERS provides detailed commodity descriptions with quantities and weights, names and locations of US consignees and overseas suppliers/exporters, and country of origin. This service can be used to follow changes in marketshares and to rank exporters and importers for specific commodities.

--Relying on their comprehensive database, PIERS can custom produce reports to fit the specific needs of clients. For example, reports can be tabulated by quarters to highlight seasonality; they can focus on particular products, ranking importers/exporters by volume; or they can track the cargo movements of an individual importer or exporter. A weakness of the system is that it does not track movement of air cargo. PIERS, provided by the Journal of Commerce in printed form and on-line by computer, is available at a base cost of between \$350 and \$390 per month of processed data. More information and a sample report for passionfruit is available at the Fedexpor offices.



FEDEXPOR TRADE UPDATE

Una Carta Noticiera Quincenal Por Devres, Inc.

Volumen1 Numero 4 Febrero 1988

ACEPTACION DE IRRADIACION COMO TRATAMIENTO DE CUARENTENA DEPENDE SOBRE DECISION DE LA USDA.

El tratamiento de frutas y vegetales por medio de irradiación gamma ha mostrado prolongar la vida de guardia y controlar la infestación de insectos. Mientras el centro por la seguridad de alimentos de el Food and Drug Administration (FDA) ha fijado un limite de hasta 100 kilorad como seguro para el consumo humano, el Servicio de Inspección de Salud de Animales y Plantas (APHIS) de el Departamento de Agricultura de Los Estados Unidos (USDA), el cual emite reglas sobre los métodos de cuarentena, no ha aceptado tratamientos de irradiación como satisfactorio para el control de insectos y pestes similares en frutas y vegetales. Aunque APHIS está actualmente revistando una proposición para autorizar el uso de irradiación como un tratamiento de cuarentena para papayas embarcadas desde Hawaii, aprobación de esta proposición no mantendría ninguna promesa de aceptación de irradiación en medicinar otros perecederos provenientes de otros destinos. La FDA revista tales solicitudes caso por caso, un proceso el cual consumirá mucho tiempo en este momento puesto que no existe un archivo de datos sobre el cual apoyar investigación. Ahora mismo, el único escenario en el cual irradiación podría ser usado en un artículo importado sería uno el cual el exportador desea intensificar la vida de guardia de un artículo de consumo el cual no está sujeto a exigencias de cuarentena.

DESTELLOS DE ACTUALIDAD--

--A partir del Primero de Marzo de 1988, el mes aniversario de la orden anti-descarga contra los exportadores ecuatorianos de flores, compañías interesadas en Ecuador podrán requerir revisión de casos por medio de la oficina de sumisión de el Departamento de Comercio de Los Estados Unidos. Detalles sobre los procedimientos para requerir una revisión serán publicados en

una futura publicación especial de el Fedexpor Trade Update.

SERVICIO DE INFORMACION DE DATOS AYUDA A IDENTIFICAR OPORTUNIDADES DE MERCADEO.
--The Port Import Export Reporting System (PIERS) es un servicio de información de comercio que hace disponible datos detallados sobre todos los embarques de importación y exportación llegando y saliendo por medio de los 47 puertos más activos en Los Estados Unidos. La información, basada en manifiestos de carga, pueden ayudar grupos como FEDEXPOR para identificar potenciales clientes para productos particulares, observar las acciones de los competidores, y descubrir nuevas oportunidades de mercadeo. Por cada embarque importado, PIERS provee detallada descripción sobre artículos de consumo con cantidades y pesos, nombres y ubicaciones de consignatarios de Los Estados Unidos y suplidores/exportadores de ultramar, y país de origen. Este servicio puede usarse para seguir cambios en las cuotas del mercado y para filar exportadores e importadores para especificos artículos de consumo. Contando con su comprensiva base de datos, PIERS puede usar reportes de productos para acomodar las necesidades especificas de los clientes. Por ejemplo, reportes pueden ser tabulados por trimestres para dar relieve a cada temporada; ellos pueden enfocar en productos particulares, enfilando importadores/exportadores por volumen; o ellos pueden registrar los movimientos de carga de un importador o exportador individual. Una debilidad del sistema es que no revista el movimiento de carga aérea. PIERS, provisto por el Journal Of Commerce en forma escrita y computarizada, está disponible a un costo básico de \$350 a \$390 por mes de datos procesados. Más información es disponible de las oficinas de FEDEXPOR en Quito. Pregunte por el reporte sobre el mercado de maracuya en E.E.U.U.

ANNEX 12

Survey Forms of FEEXPOR
Membership Information Trace Study

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Ing. Frank Muller Firm AGRIFIM

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years x 4+ years

Why did you join FEDEXPOR?

A: Certain aspects of the constitution that interested us. It is an organized entity to represent exporters interest. We felt it is better to operate through central body than attempt to do this individually.

What is your major business activity?

A: Irrigation equipment

What agricultural export products are you interested in?

A: All nontraditional tropical and subtropical fruits and vegetable that have ready market in the States and Europe.

What agricultural products do you currently produce?

A: melons primarily. planting in august.

How large (# ha) is (are) your farm(s)?

A: Our group agrifim plants 100 ha. In total with this program we are producing on 200 ha.

What is the volume of your production (by product)?

product: melon Volume 260,000 boxes Value fob: 8-10/box

What do your gross sales and net profits amount to(quantify in sucres)?

A: 140,000 boxes at 8 = 1,112,000 gross sales. If we end up with \$3.00/box, we consider ourselves fortunate.

Where is (are) your farm(s) located?

A: Agrifim's are in Balzar, 90 kilometers from Guayaquil towards the north.

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: fixed: 12-15 people, four permanent. Over 130-140. for four months. 5,000 sucres per week.

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: No but we pay lots of fees and dues to all sorts of groups but no other trade association as such. chamber of commerce

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: We receive periodic marketing reports, marketing surveys, information about new products, US policy changes regarding imports, restrictions on imports, help with new markets for products, information on new products of interest, monthly magazine that comes out. informing on trends in export market directed at nontraditional products.

How have you utilized this information?

A: In making decisions.

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: Difficult to answer because what we are looking for is very definite products that we could grow during our off season, same period as window of melons. We are looking to diversifying melon production. operate on very technical lines have infrastructure in place. What we want to know specifically is about specific market possibilities--e.g. who would be interested in a ton of okra; in what period would they want it--something more specific. We must look at supermarkets for ourselves. Need some more specific information of what we could grow here to export to the states.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: We use the publication International Fruit World primarily, which provides contacts mainly in European markets. We do not have names of very many importers. Persian limes with 15ha will be in production next year. We know from Int'l Fruit, for example, that the Netherlands is very big on this product. We would like more info on packing materials. I have seen magazine, in form of newspaper [The Packer] from last year and would like to get a regular subscription.

(has never receive any Packer articles which Devres has sent to FEDEXPOR) We try to send for as much info as possible but do not receive everything.

What successes and problems have you had in exporting your products?

A: The biggest problem is getting serious importers at the other end such as a Dole or Calfruit. Transport is a very serious problem, especially in the volumes that we ship during three months.

What are your sources of financing?

A: The local bank. We draw dollars in advance for exports. no help from parent company on financing.

What financial needs do you have or services would you like?

A: The banks know us well so we are well covered. We would like to see lower rates of interest, but would borrow in dollars for 8 to 9 percent.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: Every link in the chain is a problems, even from getting the seed, must ensure that get the right quality and grade of seed. every link is critical. The main problems have been getting serious company to market product and take care of transport. We had many heartaches in europe. cal fruit and european firm really dealt with us poorly.

In what ways/areas would you like to expand your activities?

A: Specifically in fruits like carambola, specialty crops, tropical flowers such as antheriums, orchids. We are expanding quite rapidly in tropical fruit trees.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

		yes	regulations regarding irradiation
	Achiote market profile		
n	Weekly cut flower market report and prices	n	Lily market profile and study
		n	Passion fruit juice study
n	Angora Rabbit wool commodity profile	n	LPG gas containers
		n	Packer merchandise guide
n	Asparagus technical assistance and trade mission	n	Quinoa marketing information
		n	Sheep slaughterhouse cost proforma
n	Raspberry plants sourcing	n	snow peas
		n	Spice trade
n	Cheese market study	n	sport shirts
		n	strawberry
n	Cooling equipment	n	Tea profile
		n	Tissue culture laboratory
n	Chemical and Pesticides News service	n	tropical fish market and entry info
n	Chemical peeling agent		
n	Ginger market contacts or technical assistance		
n	Handbook for Vegetable growers		
n	Hydroponic systems information		
n	ice cream sticks study		

Have you any interest in any of the topics outlined above?

A: achiote interested in. cooling equipment interested. ginger very interested in. handbook for vegetable growers.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: no, we were aware that there was certain information coming from Miami office, and we were aware that if we wanted certain information that they could tell me whether they could get it.

What kind of information would be most useful to you?

A: specific products, names of buyers, that we could produce in the tropics. that we could grow and export. We get lots of general

information, we are looking for specific information. to be put in contact with them. no one can expect to produce on fixed contract, but what are best products to produce on the coastal plain. We have our own nursery and are pretty well organized to handle any new products.

Date and time questionnaire completed: June 17, 1988 at 6:01pm
(Friday)

ADDITIONAL COMMENTS:

We get good service from FEDEXPOR, It must be difficult to pass on information to membership. The biggest problem they are lacking is more personal contact where they know there is possibility to produce and export. no problem with general overview, but is too generalized. If they want to serve real and potential exports, they need to go to actual exporter and say, look, there is a good market for this. FEDEXPOR seems to lack contacts with potential buyers.

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Ing. Marco Fontana Firm ALEXPORT

How long ago did you join FEDEXPOR?

3 months 6 months X 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

A: Because our company will be dedicated to export.

What is your major business activity?

A: Products derived from fruit, marmalades, juices, single strength and concentrated, frozen. chocolate products, tomato sauce and the only factory in Ecuador with modern Italian equipment. All product is vacuum processed without additives or coloratives.

What agricultural export products are you interested in?

A: We are interested in two phases of products: 1. interested in US markets and other. We can produce marmalades in a completely automated system. With this one plant we can produce for all of Ecuador. We will have a national market. It will be super product of all flavors of fruit, because here in Ecuador there are all kinds of fruit. We have agronomic departments. We have many reception points where buy fruit from farmers.

What agricultural products do you currently produce?

A: just began production in July, marmalades all flavors

How large (# ha) is (are) your farm(s)?

A: 1,500 ha owned by company, looking at additional 2,000 ha of contract farming.

What is the volume of your production (by product)?

looking at market at delicatessens and gourmet shops. can look at specialized market. very important that these markets have delicatessens. able to produce for the demands of the market.

product marmalades Volume 23,000,000 jars/month Value depends

What do your gross sales and net profits amount to(quantify in sucres)?

A: none yet. just begun. want to produce: 1. marmalade for supermarkets. 2. pulp and jugos for industrialization.

Where is (are) your farm(s) located?

A: coast and sierra

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: various companies, factory: 200 people. in farm: 1200 people

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A:

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: They contact us with people who want products. All have very specific needs. want to work with private firms. all want to export and talk about it but none do. must develop private contacts.

How have you utilized this information?

A:

Are you aware that FEDEXPOR has a Miami office? yes no

If so, how does or could the Miami office better serve your needs?

A:

What market contacts do you have in the U.S. and Europe or elsewhere?

A: Europe, and few in US. nothing contractual yet

What successes and problems have you had in exporting your products?

A: n/a

What are your sources of financing?

A: own capital, line of credit. separate company in Italy

What financial needs do you have or services would you like?

A: Joint Venture with US companies, payable with product.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A:

In what ways/areas would you like to expand your activities?

A: see above

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

n	Achiote market profile	\$C	regulations regarding irradiation
n	Weekly cut flower market report and prices	\$C	Lily market profile and study
n	Angora Rabbit wool commodity profile	\$C	Passion fruit juice study
n	Asparagus technical assistance and trade mission	\$C	LPG gas containers
n	Raspberry plants sourcing	\$C	Packer merchandise guide
n	Cheese market study	\$C	Quinoa marketing information
n	Cooling equipment	\$C	Sheep slaughterhouse cost proforma
n	Chemical and Pesticides News service	\$C	snow peas
n	Chemical peeling agent	\$C	Spice trade
n	Ginger market contacts or technical assistance	\$C	sport shirts
n	Handbook for Vegetable growers	\$C	strawberry
n	Hydroponic systems information	\$C	Tea profile
	ice cream sticks study	\$C	Tissue culture laboratory
		\$C	tropical fish market and entry info

Have you any interest in any of the topics outlined above?

A: Yes weekly prices. FEDEXPOR has problem that the director. [former executive director] has his own interest and pet projects. Information doesn't get to the membership. Devres should send these prices directly.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: No, did not know. very interested in knowing. recently received information, the Washington Trade Update, and knew by this that fedexpor had contracted with Devres to get information regarding

prices. FEDEXPOR only contacts us to make contact with Italian market. We did attend course in Puerto Rico sponsored by FEDEXPOR and benefited greatly.

What kind of information would be most useful to you?

A:

Date and time questionnaire completed: June 17, 1988 at 1:36pm
(Friday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Ing. Julio Cesar Crespo Firm BADECA Basicos del Ecuador

How long ago did you join FEDEXPOR?

3 months x 6 months 1 year 2 years 3 ye rs 4+ years

Why did you join FEDEXPOR?

A: First, because activities are moving toward exports; in order to group with other exports. Second, the services provided by fedexpor are very practical. The services provided by FEDEXPOR are much better than any other association.

What is your major business activity?

A: Distillation of essential oils

What agricultural export products are you interested in?

A: Essential oils: cardamon, ginger, anise, coriander, mint, eucalyptus, more to future, lemon, raiz nelica, lavender, aguacate.

What agricultural products do you currently produce?

A: cardamom, ginger, lemon grass, anise

How large (# ha) is (are) your farm(s)?

A: We only have factory at present and are in process of importing equipment. We do not yet have land, but are in contract with farmers to buy products. 40 ha available from one partner, 300 ha. still in planning stages of product. Once the initial tests are complete, we can interest other producers to grow necessary crops.

What is the volume of your production (by product)?

product essential oils Volume 6-10,000 kilos Value 150,000 used in six months

What do your gross sales and net profits amount to(quantify in sucres)?

A: 6,000 30% profit

Where is (are) your farm(s) located?

A: Via Adable, cardamon. ginger: Santo Domingo, a peninsula of Guayas. will be looking at production ;throughout the country.

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: factory: 15 people. in agriculture: very large. anise 15 people/ha. to harvest; 4-5 people/ha to plant.

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: association de pequena industriales. benefits: very little practical benefits, it is obligation. allows certain state benefits.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: much information. market data. cultivation practices. financing information, addresses. programas de asistencia tecnica

How have you utilized this information?

A: market information to do business plan, to establish which are the most profitable essential oils.

Are you aware that FEDEXPOR has a Miami office? yes x no

If so, how does or could the Miami office better serve your needs?

A: helping to identify new market contacts. need financing, technical assistance.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: Spain though spain to other european countries.

What successes and problems have you had in exporting your products?

A: n/a test have been very well received.

What are your sources of financing?

A: credit of Corporacion Financiaera National, FOPEX

What financial needs do you have or services would you like?

A: first phase 60,000,000 sucres. 80% through Financiera

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: financing, technology in the agricultural phase, volumes sufficient to export, government regulation in Ecuador very difficult and antiquated.

In what ways/areas would you like to expand your activities?

A: in other products of essential oils

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

n	Achiote market profile	n	regulations regarding irradiation
n	Weekly cut flower market report and prices	n	Lily market profile and study
n	Angora Rabbit wool commodity profile	n	Passion fruit juice study
n	Asparagus technical assistance and trade mission	n	LPG gas containers
n	Raspberry plants sourcing	n	Packer merchandise guide
n	Cheese market study	n	Quinoa marketing information
n	Cooling equipment	n	Sheep slaughterhouse cost proforma
n	Chemical and Pesticides News service	n	snow peas
n	Chemical peeling agent	n	Spice trade
y	Ginger market contacts or technical assistance	n	sport shirts
n	Handbook for Vegetable growers	n	strawberry
n	Hydroponic systems information	n	Tea profile
n	ice cream sticks study	n	Tissue culture laboratory
		n	tropical fish market and entry info

Have you any interest in any of the topics outlined above?

A: achiote, ice cream sticks, passion fruit, manual for vegetable producers.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: yes, but not such an extensive listing

What kind of information would be most useful to you?

A: continual report of market prices. Chemical market report. Agricultural practices for particular commodities, e.g. anise on new varieties,

Date and time questionnaire completed: June 16, 1988 at 7:03pm (Thursday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Sr Francisco Velez Firm BAMBUAGRO S. A.

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years X 3 years 4+ years

Why did you join FEDEXPOR?

A: because we believe is an institution which looks for markets, fight for the interest of the exporter, give good information and base of data.

What is your major business activity?

A: export nontraditional. tamarrillo, mangos, limon, mango, yucca fresca, yucca rayada, yucca conjelada, banana regular, banana, banana rojo, carambolas, guayabas, narajilla conjelada, asparagus, okra, snow peas, sapote

What agricultural export products are you interested in?

A: yes, lichi, kiwi, chayote, cilantro,

What agricultural products do you currently produce?

A: see above

How large (# ha) is (are) your farm(s)?

A: yucca 1,000 ha. mango, 25 ha. banana baby 200 ha. other average of 1.5 ha each

What is the volume of your production (by product)?

product whole group Volume 20,000 kilos/week Value 1 usd/kilo

product Volume Value

product Volume Value

What do your gross sales and net profits amount to(quantify in sucres)?

A: relative. some products have margin 40% other 15%

Where is (are) your farm(s) located?

A: in the providence of Los Rios, Cotopaxi, part in Ambato, Cuenca, and in the peninsula

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: 20 in banana, other 6 per other fruit. fugges= 10
1,000/sucres/day

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: camera de comercio, camera de industria, association of agriculturalists. benefits: better movement. agriculturist: the association selects people in plantas. the camera have same philosophy of fedexpor

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: statistical information, clients, lines of credit. political intervention on behalf of exporters, profitability of the market

How have you utilized this information?

A: for example canadian statistics for certain products, help to decide where to export, depending on demand.

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: but, have not been able to use it because have not arrived any information about the office. secondly Miami is not a port for our products, given that we have competition of central americans and we can not compete with the prices of sea freight for example. three cases: central american .10-.15 per box for perishables. from ecuador is .45/box. that service should be in canada, because canada does not have restrictions for any of these perishable products. meanwhile the US is dependent on product which can enter the country. does not have great importance in Miami.

most important that fedexpor operate as an institution that the exporter can use to control quality. but in miami. fedexpor has obligation to provide the service of control of quality in the port of debarkation. to determine what actually arrived poorly and document for the exporters. need to document situation of arrival.

FEDEXPOR's office needs to be in New York, Canada, Washington or Los Angeles, or lastly Miami because that is where the products arrive.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: los angeles warehouse in association with US citizen. joint venture partnership. FEDEXPOR help to locate clients Miami because of frequency of air freights. F should fight to get flights to Los Angeles. logistical problems

What successes and problems have you had in exporting your products?

A: problems of US customs reviewing cargo in transit to Canada. transport. another things in that Canadian planes come to Ecuador. why doesn't ecuatorian go to canada

What are your sources of financing?

A: corporation financiera. and private banks

What financial needs do you have or services would you like?

A: yes need more financing with longer terms

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USC regulations, market contacts, others)?

A: 1. financing, 2. infrastructure, 3. preparation of agriculture to produce top quality, 4. post harvest handling (packaging, cooling) need to focus on export market not only export surpluses. agriculturalist has been deceived after large investment . always give contracts to farmers to guarantees buyer and give reference price.

In what ways/areas would you like to expand your activities?

A: to specialize a bit more in nontraditional products, to be better in packaging, cooling systems, and marketing.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas container |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: yes for asparagus, berry plants, cooling equipment, chemical and pesticide, chemical peeling agent, vegetable handbook, passion fruit study, packer merchandising guide, quinoa, snow peas, strawberries, tropical fish.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: no

What kind of information would be most useful to you?

A: the most useful information is why we cannot enter the US with all our products. the information of political nature. the information of Weber, why the have such high freight rates,

Date and time questionnaire completed: June 17, 1988 at 5:00pm (Friday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Rodriguez Firm Ecuaceramica

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years x 4+ years

Why did you join FEDEXPOR?

A: Because it was institution that provided information about exports; to have knowledge of potential export markets; as secondary market for our surplus production.

What is your major business activity?

A: Ceramic tiles. Company is 28 years old. Ceramic tiles for floors, walls and other purposes. Since one year ago, have been in production of high traffic tiles. We are a Venezuelan owned company group. We are also involved in the production of fritas (primary material for tiles).

What agricultural export products are you interested in?

none

What agricultural products do you currently produce?

A: none. Have a friend who is interested in quinoa production. His name is Rafael Aguirre.

How large (# ha) is (are) your farm(s)? none

What is the volume of your production (by product)?

What do your gross sales and net profits amount to(quantify in sucres)?

A: to chile 12% exports. good prospects for export, but dollar overvalued. looking at value of 350-370 s/d. national demand remains strong despite political problems in the country.

Where is (are) your farm(s) located? N/A

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

460 people in ecuatoriana ceramica; 1500 in all of the group. only one percent supported by exports 10% was target.

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: Camera de Comercio, Camera de Industria. Gain information and political weight.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: market opportunities, for customers in other countries or sourcing equipment. prices, transport lines, laws, custom duties.

How have you utilized this information?

A: to make sales and buy equipment

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: The Venezuelan firm has trading company in Los Angeles, Pan American Ceramics. All information we need is provided through this company. FEDEXPOR could provide freight fees, customs info, etcetera. It could also provide information regarding potential clients--that is always helpful.

What market contacts do you have in the U.S. and Europe or elsewhere?

What successes and problems have you had in exporting your products?

A: problem: price. high cost of freight.

success: good quality of the monocema--(the high traffic tile).

What are your sources of financing?

A: corporation financiera national and reinvestment of profits.

What financial needs do you have or services would you like?

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

In what ways/areas would you like to expand your activities?

A: in the mineral area, since it is the basic input of ceramics.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: Only personal interest in any of above topics, e.g. quinoa, cheese.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: no

What kind of information would be most useful to you?

Date and time questionnaire completed: June 15, 1988 at 10:42am (Wednesday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Lic Bolivar Pico Firm CETCA

How long ago did you join FEDEXPOR?

3 months 6 months 1 year x 2 years 3 years 4+ years

Why did you join FEDEXPOR?

What is your major business activity?

What agricultural export products are you interested in?

Tea

What agricultural products do you currently produce?

Tea

How large (# ha) is (are) your farm(s)?

A: 430 tea, of protection forest that can be developed. leaving a protective belt.

What is the volume of your production (by product)?

product tea	Volume	Value
-------------	--------	-------

What do your gross sales and net profits amount to (quantify in sucres)?

Where is (are) your farm(s) located? palora e

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

15,000 sucres plus benefits = 25,000

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: members of all chambers of commerce; receive government benefit, certification of origin. Camaras de Chile; help in export to other countries.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: not much help. do not need their help. members of other organization international that provides info on tea. Inch cape group. bangladesh, london, duncan MacNeil, tea market, varieties, clients, technical assistance,

How have you utilized this information?

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: sales of packaged tea, retail pack.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: uruguay, chile, colombia, venezuela, panama, mexico, EEUU, Canada London, italy, germany. Have colombian contact in Miami to potential contact with Extra and Winn Dixie. Potential opportunity to market in Puerto Rico.

What successes and problems have you had in exporting your products?

A: Problems--don't have any. Today problem with exchange rate is a problem. Some problems with drug laws in importing country because someone might hide drugs in shipment.

successes--lipton. london tea action.

What are your sources of financing?

A: own. london owned firm. very little bank loans at low rates. rates too high in ecuador

What financial needs do you have or services would you like? none

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)? no problems at all.

In what ways/areas would you like to expand your activities? retail pack

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|-------|-------------------------------------|
| n | Achiote market profile---no market | n | regulations regarding irradiation |
| | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| | | n | LPG gas containers |
| n | Asparagus technical assistance and trade mission | yes | Packer merchandise guide |
| n | Raspberry plants sourcing | n | Quinoa marketing information |
| n | Cheese market study | n | Sheep slaughterhouse cost proforma |
| n | Cooling equipment | n | snow peas |
| n | Chemical and Pesticides News service | n | Spice trade |
| n | Chemical peeling agent | n | sport shirts |
| n | Ginger market contacts or technical assistance | n | strawberry |
| n | Handbook for Vegetable growers | yes-- | have never seen it:
Tea profile |
| n | Hydroponic systems information | n | Tissue culture laboratory |
| n | ice cream sticks study | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: two mentioned above

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above? no

What kind of information would be most useful to you? contact Edgar Ydrovo.

Date and time questionnaire completed: June 14, 1988 at 11:09am (Tuesday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Ing Jose Tamariz Firm COBALSA

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years 8 years 4+ years

Why did you join FEDEXPOR?

A: for internal political reasons, to ecuadorian government; to collaboration on new political issues; as solution to financial and export issues; to create the conditions for exports; to succeed in the world market.

What is your major business activity?

A: Balsa wood for industrial application (for hobby industry, pleasure boats, etc.). Do not produce finished products.

What agricultural export products are you interested in?

A: no interest. more interest in increasing vertical integration of production process.

What agricultural products do you currently produce?

A: balsa wood

How large (# ha) is (are) your farm(s)?

A: will develop 700 ha currently 80 ha in production

What is the volume of your production (by product)?

product balsa wood Volume 800,000 board feet Value 400,000
usd/year

What do your gross sales and net profits amount to(quantify in sucres)?

A: undisclosed

Where is (are) your farm(s) located?

A: on the coast, guayas , Los Rios provinces

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: directly 93 people, transportation, export movement, 27,000/month minimum increases for technical people to 300,000/month

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: Chambers of commerce, industry, and transportation. It is required to belong to chambers and the user council for transport. Transportaion is a very serious problem; looking for solution for reliable effective transportation; to maintain port facilities; and that freight rates become competitive instead of monopolistic. It is somewhat of a watchdog agency. Transport industry has worked mostly as monopoly because of little government control. For example, the freight rates are more expensive from Ecuador to the USA than from Chile. That puts us at a great disadvantage.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A:

How have you utilized this information?

A:

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: nothing.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: Japan, Europe y US

What successes and problems have you had in exporting your products?

A: Competition from other countries. Confidence of the users that we can be reliable suppliers competitive price at standard of quality on regular basis. An inelastic market. We had to sell at loss at beginning.

What are your sources of financing?

A: local sources. no export credit lines so use local financing.

What financial needs do you have or services would you like?

A: none

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: Inflation and value of dollar. The new government will learn that they must act to change official exchange rate. FEDEXPOR will do its part to change these policies.

In what ways/areas would you like to expand your activities?

A: no interest

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: ice cream sticks.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: Not really, a listing would be very useful, complete with price list which distinguished between members and not members.

What kind of information would be most useful to you?

Date and time questionnaire completed: June 17, 1988 at 11:27am (Friday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Was member of the Federation from the beginning and very active with all events of the federation. Since 1979 the company has not exported anything and have ceased to be active in the Federation. They do receive the newsletter but give it scant attention. The chamber of industry provides much useful and pertinent information to this firm. As they have no plans to export, their product is not exportable, do not anticipate further activities with the Federation.

Name Firm iesepa

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

What is your major business activity?

A: plastic products principally to satisfy the industrial sector. For example, components for the industry of electric appliances, sanitary components, elements for textile industry, pharmaceutical industry, components for electrical appliances, for construction, food stuffs, plastic tools, containers for injection, or containers of plastic, industrial products bottles, etc.

What agricultural export products are you interested in?

A: n/a

What agricultural products do you currently produce?

A: n/a

How large (in ha) is (are) your farm(s)?

A: n/a

What is the volume of your production (by product)?

A: n/a

What do your gross sales and net profits amount to (quantify in sucres)?

A: 500,000,000 sales difficult to convert to hard currency. 275 currency price. The company has 140 workers, consumption 800 tons to 1,1200,000 tons.

Where is (are) your farm(s) located?

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them. yes see above

What information does FEDEXPOR/Quito or Guayaquil provide to you?

How have you utilized this information?

Are you aware that FEDEXPOR has a Miami office? yes no

If so, how does or could the Miami office better serve your needs?

What market contacts do you have in the U.S. and Europe or elsewhere?

A: We had exclusive license to export remington electric razors, to Latin American countries principally to Mexico, Venezuela, Argentina, and Brazil.

What successes and problems have you had in exporting your products?

What are your sources of financing?

A: We are without financing. Operate with our own capital resources. We pay for imports of raw materials before or at arrival. We are able to negotiate better terms this way. It is better to close our business than take loans from the financial institutions and let them reap the profits of our labors.

What financial needs do you have or services would you like?

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USC regulations, market contacts, others)?

In what ways/areas would you like to expand your activities?

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: We do know about the availability of this information, and the cooperation with Devres of marketing in the United States. But also know that these products focused on agricultural products. We have 450 items that we produced. We have been looking at producing baskets for strawberry exports that needed by European customers. We have also looked at drip irrigation, but patent prohibit complicated use of licenses. divisas muy escasas. no access asesias tecnicas. We could produce baskets for strawberries--interested so do not have to depend on foreign sources. that is a product that can very easily be produced within the country. Asia is very competitive with this type of product. can import because product good quality, but to product for export, would require such investment. that if something happens in fickle export market. industrial and agricultural products very different game.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

What kind of information would be most useful to you? none

Date and time questionnaire completed: June 15, 1988 at 4:18pm (Wednesday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Eduardo de Castro Firm Licoresa

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years x 4+ years

Why did you join FEDEXPOR?

A: As representative of exporters and to help in marketing alcoholic beverages.

What is your major business activity?

A: Distillation of beverages.

What agricultural export products are you interested in?

A: My son is interested in forming group to export asparagus and other tropical crops.

What agricultural products do you currently produce?

A: None

How large (# ha) is (are) your farm(s)?

A: talk to my son.

What is the volume of your production (by product)?

What do your gross sales and net profits amount to(quantify in sucres)?

Where is (are) your farm(s) located?

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: FEDEXPOR should help to eliminate the high taxes on alcoholic beverages which are exported rather than consumed in Ecuador.

How have you utilized this information?

Are you aware that FEDEXPOR has a Miami office? yes no

If so, how does or could the Miami office better serve your needs?

What market contacts do you have in the U.S. and Europe or elsewhere?

What successes and problems have you had in exporting your products?

What are your sources of financing?

A: We do provide guaranteed credit to son's undertakings and provide some direct financing.

What financial needs do you have or services would you like?

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

In what ways/areas would you like to expand your activities?

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

What kind of information would be most useful to you?

Date and time questionnaire completed: June 20, 1988

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Craig Leon Firm Morisaenz Group

How long ago did you join FEDEXPOR?

x 3 months 6 months 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

A: For information regarding agricultural and export markets.

What is your major business activity?

A: Importer of cars and jeeps, computers, and exporter of agricultural products.

What agricultural export products are you interested in?

A: Melons, passion fruit, avocados, processed agricultural products (frozen or canned)

What agricultural products do you currently produce?

A: Melons

How large (# ha) is (are) your farm(s)? 15 ha

What is the volume of your production (by product)?

product Melons Volume 5 ha (coast) 4,000 boxes exported and local sales
Value 2.70/box

product Melons (sierra) Volume 15 ha 19,000 Value 2.70/box

What do your gross sales and net profits amount to (quantify in sucres)?

A: Depends on exchange rate given by Central Bank. Minimum at 350 current export exchange rate of 275.

Where is (are) your farm(s) located? Valle del Chota

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

15 permanent, 15 seasonal

Are you a member of other trade association(s)? If so, describe them and what benefits you derive from them.

A: PMA (Produce Marketing Association).

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: Very little information, until recently. Currently receiving phone number of factory producing passion fruit, notifications of conferences, etc.

How have you utilized this information?

A: Phone calls, etc.

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: We do not export to US at present; only to Europe.

What market contacts do you have in the U.S. and Europe or elsewhere?

Europe: sell to distributors in England, France and Holland.

What successes and problems have you had in exporting your products?

problems: obtaining shipping space, cooling facilities in Guayaquil, obtaining transport from Valle del Chote to Coast. Exchange rate regulations. cost of packing materials (cartons). Getting qualified technicians to work on project.

What are your sources of financing?

A: From Morisaenz group.

What financial needs do you have or services would you like?

A: from FOPEX (Fomento de productos para exportacion)

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

In what ways/areas would you like to expand your activities?

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

What kind of information would be most useful to you?

Date and time questionnaire completed: June 14, 1988 at 6:22pm (Tuesday)

ADDITIONAL NOTES:

For the first few months after joining FEDEXPOR they received no information whatsoever. After complaining strongly about a month ago, they have started to receive information and are quite satisfied with the quality of information received to date. Commented about the role of Fernando Correa and noted that to them the AID contract was nothing more than a way for "Fernando and his friends to get free trips around the world". Very dissatisfied that they were advised of a trade mission to Puerto Rico the day before the delegation was to depart.

In the last few weeks have been very satisfied with the information supplied by Ing. Puga. Unable to complete the interview as had another appointment to attend to.

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Cristian Proano Firm OCEPA -- Organizacion Comercial Ecuatoriana de
Productos Artesanals, Compania de Economia Mixta.

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years x 3 years 4+ years

Why did you join FEDEXPOR?

A: Because it is easier to get information and export to other countries

What is your major business activity?

A: venta de artesanias--ceramica, paja, cuero, madera, culleria, articolos
de metal, ropa confeccionada, alfombras, tapizes, muebles, sombreros, marmol,
masapan, etc.

What agricultural export products are you interested in?

A: see above

What agricultural products do you currently produce?

A: n/a

How large (in ha) is (are) your farm(s)?

A: 8 stores in Ecuador, Quito, Guayaquil and Cuenca.

What is the volume of your production (by product)?

A: Have 4,000 products. 140,000,000 sucres of production

What do your gross sales and net profits amount to(quantify in sucres)?

A: 110,000,000 s 25,000.000 s

Where is (are) your farm(s) located?

How many laborers do you employ on your farm? For what types of labor they
employed? Is the labor seasonal or permanent? What are your wage scales?

A: 45 personas--store clerks administrative all year
40,000 s/month on average

Are you a member of other trade association(s)? If so, describe the and what
benefits you derive from them.

A: Chamber of Commerce--Information about economic conditions, laws,
supply and demand.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: The newsletter, possibility of business with other companies, some
potential buyers.

How have you utilized this information? to make decisions.

A: have send information to potential buyers, but no bites.

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: It should be contact point between exporters and importers. contacts and market information. Much of exports of our products are done via contraband because of difference between official and real exchange rate to the dollar.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: We mostly work with embassies and consular offices. Work at trade fairs throughout the world. We have a list of trade fairs which we obtained via Ecuador trade office in New York and another via my sister in Germany via German consular office.

What successes and problems have you had in exporting your products?

Problems: The undervalued official exchange rate is the biggest problem right now. Production is a major problem--the industry is not modernized, so we cannot export quantities that are needed at any one time. There is a problem of quality--cannot produce consistent high quality product in quantity.

Successes: In 1981 exports increased substantially due to government three months after exchange rate change. Now, the same quantity of products are being exported, but most going via contraband due to exchange rate issue.

What are your sources of financing?

A: self financed.

What financial needs do you have or services would you like?

A: 24 years in operation, all financial needs met. services: more information about market in other countries. We need to know what other similar products are being produced in Africa and Asia and exported to the US. Also need assistance with export process in Ecuador. There are series of papers to complete in order to export to Argentina, lots of red tape. It takes a minimum of 15 days processing very rapidly. Also, serious problems with frequency of air traffic.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: All of the above, except financing.

In what ways/areas would you like to expand your activities?

A: Have plan developed through 1992 to export, focusing on US and the two Germanies. We are currently searching for information such as trade fairs. Only a few product have sufficient productive capacity to be able to export.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

n	Achiote market profile	n	regulations regarding irradiation
n	Weekly cut flower market report and prices	n	Lily market profile and study
n	Angora Rabbit wool commodity profile	n	Passion fruit juice study
n	Asparagus technical assistance and trade mission	n	LPG gas containers
n	Raspberry plants sourcing	n	Packer merchandise guide
n	Cheese market study	n	Quinoa marketing information
n	Cooling equipment	n	Sheep slaughterhouse cost proforma
n	Chemical and Pesticides News service	n	snow peas
n	Chemical peeling agent	n	Spice trade
n	Ginger market contacts or technical assistance	yes	sport shirts
n	Handbook for Vegetable growers	n	strawberry
n	Hydroponic systems information	n	Tea profile
n	ice cream sticks study	n	Tissue culture laboratory
		n	tropical fish market and entry info

Have you any interest in any of the topics outlined above?

A: sport shirts only, ceramics, masapan

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: some

What kind of information would be most useful to you?

A: ceramics, masapan, trade fair list

Date and time questionnaire completed: June 14, 1988 at 12:04pm (Tuesday)

OTHER COMMENTS:

There should be a representative of each of the major sectors of exporters with greater participation of other exporters and have representation in the Federation. The Central bank could be involved in controlling export by exacting a fee, with bigger companies pay more because of laws. FEDEXPOR should give more importance to artisanal trade. People are leaving artisanal sector to sell chicklets and lottery tickets. They abandon their farms in country side. Yet there is problem of modernizing the industry and risking additional investment without security of demand. Ours is a very fickle market which can shift suddenly when consumers start buying from Taiwan or Japan. This is very damaging after tremendous investment has been made.

There is a traditional form to produce for excess supply. We should be focusing on import substitution instead of export production. Ecuador is artesanal culture. We must first focus on internal market, with development of production to meet demand. Once we produce a surplus, we can focus on export markets. The costs of imports are rising. For example, vehicles, many are now made in Ecuador. Necessities of market make 101% inflation, but still low compared to imports. We can change some of artisanal crafts to meet demands of internal market such as shirts, bags, etc.--our primary aim is to better the life of the people, to modernize design, quality, etc. Artesinal sector cannot obtain financing, it is just impossible. Yet we have a very able populace. All of the resources have not been exploited. There is no statistical information available. The government is not conducting any studies. We do not know what is happening in the sector. Ecuadorian government should take strategic interest in formulating plan for development of the sector. The artesinal sector is very individual oriented, not cooperative in production, which makes it very difficult to do business.

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name David Montilla Firm USAID/Quito

What agricultural export products are you interested in?

A: Most of the project focuses on the following commodities: tomate de arbol, mora de castilla, asparagus, quinoa, increased effort on fish exports, also others: snow peas, wood products, strawberries, babaco.

How large (# ha) is (are) your farm(s)?

A: There are 1,700 ha. in total project, calculated increase in acreage that project has produced. labor etc. 5,000 direct and indirect full time equivalent jobs were created by the project.

What do your gross sales and net profits amount to (quantify in sucres)?

A: The increase during the total life of project was 3.4 to 3.8 million dollars, (directly attributable via technical assistance and financing). Avocado and shrimp has some indirect input. In fishery, project helped to repair fishing ship--how does one determine the direct impact that had on exporters of that firm. A difficult evaluative question.

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: 5,000 directly jobs

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: David was looking a ways of bettering credit facility. He was not involved with total project until Jim and Giovanni left. He got involved very late in project.

Information provision at Guayaquil office is of some concern. The director is proceeding to fulfill requests and undertake projects without concurrence of the Quito office. Eduardo Egas going beyond code of conduct. I view a potential split of FEDEXPOR into two organizations sometime in the near future.

Date and time questionnaire completed: June 20, 1988 at 3:35pm (Monday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Sr. Elias Zoldan Firm Vicuna

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years x 4+ years

Why did you join FEDEXPOR?

What is your major business activity? textile factory, covihas, cubre camas, alfombras

What agricultural export products are you interested in?

Hortifrutas. frutillas, esparragos

What agricultural products do you currently produce?

frutillas, esparragos
apples, peppers, other for local market all horticultural products for local market

How large (# ha) is (are) your farm(s)? asparragus 30ha in production, to have 100 in production. 10ha in production, anther 10ha more.

What is the volume of your production (by product)?

(for export period)

product asparagus Volume 30 ha 150,000 kilos Value 500/kilo s.
4.50/kilo usd projection to 5.00-5.30

product frutillas Volume 250 tons Value 400/kilo s. 2.5-4.00/

product Volume Value

What do your gross sales and net profits amount to(quantify in sucres)?
(export covijas a colombia only export)

gross and net: 40% exports depends on dollar

Where is (are) your farm(s) located? san jorge, jerusalem 25kilometro d

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales? (asking for packing equipment, difficult to get assistance for study given, only money available)

preparation months: 25-35 workers during export months: 120-150 for asparagus
normal: 25 workers, exportation: 100 workers
15,000/ month per worker plus benefits (29,000/month) plus incentive pay

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them. camara de agricultura, industria, commerico, pay quota, dont serve any use. is the law to belong to this associations.

What information does FEDEXPOR/Quito or Guayaquil provide to you?
clients, packing, logistical information.

How have you utilized this information? to prepare exports, to be more competative and profitable.

Are you aware that FEDEXPOR has a Miami office? . sortof yes no

If so, how does or could the Miami office better serve your needs?
assuring market of clients who will pay. credit check for customers. some form of quality checking for any claim. 5-10 percent service fee would be warrented for such service. Depends on what price able to get in excess of noraml.

What market contacts do you have in the U.S. and Europe or elsewhere?

Antonio calcones, broker in germany. ABM in belgium. Importer.
Walter Yager,

Zimerman, NYC

What successes and problems have you had in exporting your products?

no problems last year. not enough liquidity for export. more product. lost sale to belgium because of inadequate financing to buy appropriate packaging.

What are your sources of financing? privadas

What financial needs do you have or services would you like?

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

In what ways/areas would you like to expand your activities? increase acreage.
find a company for joint venture. produce for someone. paid in dollars form
germany

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

nothing at all provided by fedexpor.

Achiote market profile	n	regulations regarding irradiation
n Weekly cut flower market report and prices	n	Lilly market profile and study
n Angora Rabbit wool commodity profile	n	Passion fruit juice study
n Asparagus technical assistance and trade mission	n	LPG gas containers
n Raspberry plants sourcing	n	Packer merchandise guide
n Cheese market study	n	Quinoa marketing information
n Cooling equipment	n	Sheep slaughterhouse cost proforma
n Chemical and Pesticides News service	n	snow peas
n Chemical peeling agent	n	Spice trade
n Ginger market contacts or technical assistance	n	sport shirts
n Handbook for Vegetable growers	n	strawberry
n Hydroponic systems information	n	Tea profile
n ice cream sticks study	n	Tissue culture laboratory
	n	tropical fish market and entry info

Have you any interest in any of the topics outlined above? very much. also interest in moras, getting berries plants. frutillas and trade missions. not a word of information from fedexpor regarding any of above topics. have not recieved monthly newsletter or trade update from washington office

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above? no

What kind of information would be most useful to you? tecnica and market informaiton. also sourcing information and equipment.

other comments:

cotizaciõnes de precios. suministros de precios por comprar por nosotros.

Date and time questionnaire completed: June 14, 1988 at 4:35pm (Tuesday)

financing given to few, banco de fomento, given to friends,

biggest problem irrigation israeli. cutting 20,000,000 tunnel for irrigation,
great demand in germany for esparrago, sept, oct, nov, dec and half of january.

esparagus 1.50/kilo less than cost of 3/kilo.

good experience, good people at FEDEXPOK, given 1,500,000 loan for one year.
provide information when they can. dont have gerencia in banks.

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Luis Bakker III Firm COMNACA

How long ago did you join FEDEXPOR?

x 3 months 6 months 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

A: Our idea is to grow in national market and then export. We are a very new company in market for one year. We have three lines of product: tomato, jam and plans; big plans for future to expand market in industrialization of tropical fruits. What we need is knowledge. Interested in partnership outside of Ecuador, partner for marketing.

What is your major business activity?

A: Poultry company.

What agricultural export products are you interested in?

A: Canned and bottled tropical fruits.

What agricultural products do you currently produce?

A: strawberry, babaco, pineapple, blackberry, guayava.

How large (# ha) is (are) your farm(s)?

A: We are buying raw material and processing it in factory; buying from farmers and middlemen. We have lots of land from poultry operation. We have the experience in agriculture that specializes in agricultural equipment. We are representative agents for Asgrow seed and Dekalb sorghum seed. We buy all raw materials via contract. We know how to get around agriculture sector in Ecuador, which is difficult. For example, we buy about 20% of corn that is produced in Ecuador. We own lots of land throughout the country.

What is the volume of your production (by product)?

product jams and other products	Volume	Value 80,000,000
---------------------------------	--------	------------------

What do your gross sales and net profits amount to(quantify in sucres)?

80,000,000 in first year. no profits in first year

Where is (are) your farm(s) located? coast and sierra

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

working with 20 farmers, several workers each
40 people in factory operation
18,000/month plus benefits

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: Nothing yet; since we have been members only for three months. We attended meeting last month. It is the first thing we have done with FEDEXPOR. We are looking for market contacts.

How have you utilized this information? n/a

Are you aware that FEDEXPOR has a Miami office? no

If so, how does or could the Miami office better serve your needs?

A: Give information of markets for fresh fruit, and processed commodities, demand for products, and supply. barriers to entry to US and Europe, what benefits given and opportunities. Market information, demand, opportunities. what can be developed, contacts with supermarkets and other importers to develop something serious. lot of typical fruits of ecuador, market study and test in grocery store.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: very few currently. Anugafir in Germany. worked with consultant in US. Bob Velez. developed banana puree. in New york

What successes and problems have you had in exporting your products?

n/a plan to product high quality

What are your sources of financing?

A: Parent company. looking for financing through banks and finacieras.

What financial needs do you have or services would you like?

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)? n/a

In what ways/areas would you like to expand your activities?

A: quality and marketing

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: achiote, anything in regard to agriculture, asparagus for national market, snow peas, strawberries, tomatoes, passion fruit, others.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: no

What kind of information would be most useful to you? see above

Date and time questionnaire completed: June 15, 1988 at 12:48pm (Wednesday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Sr. Luis Echeverria Cordova Firm Same

How long ago did you join FEDEXPOR?

3 months 6 months x 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

A: Because: 1. Agriculture, to identify export products. 2, to identify technical information available regarding papaya and look at possibilities for export--eg. local varieties and export variety not the same.

What is your major business activity?

A: Agriculture, rice, sorghum, soy. Industrial Engineer by profession.

What agricultural export products are you interested in?

A: Papaya. through this new avenue see new horizon, to expand production to national and export markets. Want to relate with people that share interest.

What agricultural products do you currently produce?

A: Papaya, watermelon, cereals.

How large (# ha) is (are) your farm(s)?

A: 200 ha.

What is the volume of your production (by product)?

A: Changing plan because cereals are priced politically, so looking to produce other products. in rice 150 ha 7,000,000 sack of 200 lbs.

product rice Volume Value 2,200/sucres/sack

product sorghum Volume 8,000,000 sacks Value 1,600/sucres

What do your gross sales and net profits amount to(quantify in sucres)?

A: Mostly losses, rice: 4,000,000/s little more perhaps very subjective to give net profits.

Where is (are) your farm(s) located?

A: two locations: Milagro for cereals. On the peninsula for papaya.

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: 50-60 people. manual labor of machete, five technical people. 90/hour 20,000. As demand for work rise so does wage scale, unlike in the city. mostly seasonal workers.

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: no

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: Fedexpor has provided information (regarding papaya) solutions to political issues of Ecuadorian government to export products. Has helped to change these policies. Through courses offered by the Federation, have understood internal politics of export industry. This information has been very very useful. They have also provided international prices of products, relation between other members--this is very important issue. and technical information regarding export products.

How have you utilized this information?

A: This information has been very useful to give better picture of reality.

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: We have not utilized directly nor do we have a good idea of what services Miami can provide. As agriculturalist, there is information which I need which is very difficult to come by. For example, standards for pesticides, this type of information. I have noted that what is most missing is technical information. Unfortunately or fortunately, these products are not well know, i.e. how to produce these products and specific cultural practices.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: None directly. Know people here in Guayaquil. I am more interested the production side of things and willing to let the experts worry about sales and marketing.

What successes and problems have you had in exporting your products?

A: n/a

What are your sources of financing?

A: very difficult, the most difficult. In bits, the Banco de fomento. corporacion financiera, NOTE: do not trust the financiers, not very close to the agriculturalist. very elitist stance toward agriculture.

What financial needs do you have or services would you like?

A: Need mostly for infrastructure. second place for transportation equipment, and post harvest handling equipment.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: n/a but would guess that biggest problems would be to create an environment where campesinos can produce a product for export market, and for transportation to meet the stringent needs of export market.

In what ways/areas would you like to expand your activities?

A: in production and marketing of fresh products.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|----------------------|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| y | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| y received | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| would very much like | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| y | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: I am very much interest in pesticide and chemical guide, cooling equipment, tropical fish market,

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: specifically no, but did have general knowledge that information was being sent

What kind of information would be most useful to you?

A: technical information, pesticides, harvest, post-harvest,

Date and time questionnaire completed: June 16, 1988 at 4:58pm (Thursday)

Appears that all of the information has been very useful. There is much to do and a ways to go yet. need to continue follow-up activities.

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Freddy Munoz Firm ECUAMARON

How long ago did you join FEDEXPOR?

x 3 months 6 months 1 year 2 years 3 years 4+ years

Why did you join FEDEXPOR?

A: We didn't really know of devres activities related to FEDEXPOR. We joined to group together and form a federation which brings together all [seafood] exporters of country. My company, as others, decided to join FEDEXPOR, within seafood sector, we have 30 new members of FEDEXPOR. Everyone want to form groups of small groups of producers and exporters. However this proliferation of groups divides rather than unites the sector. We believe that FEDEXPOR is the strongest organization and want to make it stronger.

What is your major business activity?

A: Fresh fish and other seafood

What agricultural export products are you interested in?

A: Mahi Mahi, Swordfish, Thresher, Tuna.

What agricultural products do you currently produce?

A: all of above

How large (# ha) is (are) your farm(s)?

A: N/A

What is the volume of your production (by product)?

product mahi Volume 2,000,000 lbs Value 2,500,000

product sword Volume 400,000 lbs Value 1,800,000 usd

product thresher Volume 600,000 lbs Value 600,000 usd

What do your gross sales and net profits amount to(quantify in sucres)?

A: percent: 5%

Where is (are) your farm(s) located?

A: n/a

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: factory: 140 fishermen: 1000

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: no, only Chamber of Commerce

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: information of market, buyers, technical information, market studies.

How have you utilized this information?

A:

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: Food and Drug Administration relation, profiles of market, price information, certification of quality or inspection of quality, control of quality. Some mechanism that FEDEXPOR had at its disposal that could be activated when needed.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: Yes mostly in the United States. Principally in Miami [G&M Seafood].

What successes and problems have you had in exporting your products?

A: Principally in air transport when we export fresh fish. The other major problem is with the buyers in the US, lack of serious buyers. However, as ECUAMARON, we have do not have same experience, speaking more of problems of the sector.

What are your sources of financing?

A: very very little, no zero zero financing available. our company does not have credit from any company.

What financial needs do you have or services would you like?

A: for capital equipment and working capital.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USC regulations, market contacts, others)?

A: see above

In what ways/areas would you like to expand your activities?

A: In area of capture of fish, via boats equipped for this kind of fish. In the area of shrimp, in the exportation of, which we need certain machines.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: none of above for being a member such a short time

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: not specifically but generally yes

What kind of information would be most useful to you?

A: prices, markets studies, financing, disposition of FDA, [type of information of our trade update]

Date and time questionnaire completed: June 17, 1988 at 7:00pm (Friday)

MEMBERSHIP SURVEY
NONTRADITIONAL AGRICULTURAL EXPORTS PROJECT
DEVRES/FEDEXPOR

Name Gunter Chanange Firm FRUTEX

How long ago did you join FEDEXPOR?

3 months 6 months 1 year 2 years 3 years x 4+ years

Why did you join FEDEXPOR?

A: I was involved in export business, and wanted to join the group.

What is your major business activity?

A: Electrical equipment and supplies.

What agricultural export products are you interested in?

A: fruits and vegetables, mainly tropical.

What agricultural products do you currently produce?

A: passion fruit, pineapples.

How large (# ha) is (are) your farm(s)?

A: 85 ha

What is the volume of your production (by product)?

product passion fruit Volume 25 ha 1,000 tons Value will
process to increase value

product pineapples Volume 35 ha 1500 tons Value bulk pack
operation

What do your gross sales and net profits amount to (quantify in sucres)?

A: Because developing new product line (passion fruit) little profits because of investment. Will wait until September when harvest pineapple, then if market is strong will go to 400 ha. have 4 ha of purple passion fruit for fresh exports.

Where is (are) your farm(s) located?

A: Naranjito, 75 kilometers East of Guayaquil

How many laborers do you employ on your farm? For what types of labor they employed? Is the labor seasonal or permanent? What are your wage scales?

A: 50-60 people. permanent; with some increase during harvest and pollination to 80 people. 20,000/month benefits

Are you a member of other trade association(s)? If so, describe the and what benefits you derive from them.

A: chamber of commerce, no benefits, none requested.

What information does FEDEXPOR/Quito or Guayaquil provide to you?

A: lately nothing.

How have you utilized this information?

A: n/a

Are you aware that FEDEXPOR has a Miami office? x yes no

If so, how does or could the Miami office better serve your needs?

A: Needs to be part of the Ecuadorian exporters, especially part of commercial part (marketing). Be representative office, look for market contacts, pursue credit studies on clients, legal assistance, etc.

What market contacts do you have in the U.S. and Europe or elsewhere?

A: many, which I got through Devres.

What successes and problems have you had in exporting your products?

A: Many, especially problems. Most because of payments, marketing problems of pineapple and okra.

What are your sources of financing?

A: self financed.

What financial needs do you have or services would you like?

-- A: services: small scale processing, marketing, agricultural help, technical assistance at farm level.

What are the biggest obstacles to exporting your products (financing, production of export quality crops, post-harvest handling, ground and air transportation, USG regulations, market contacts, others)?

A: transportation problems, post-harvest and marketing (payment biggest problem) too few flights for okra.

In what ways/areas would you like to expand your activities?

A: tropical fruits. seafood products.

Have you been the recipient of any of the following information from FEDEXPOR's Quito or Guayaquil office?

- | | | | |
|---|--|---|-------------------------------------|
| n | Achiote market profile | n | regulations regarding irradiation |
| n | Weekly cut flower market report and prices | n | Lily market profile and study |
| n | Angora Rabbit wool commodity profile | n | Passion fruit juice study |
| n | Asparagus technical assistance and trade mission | n | LPG gas containers |
| n | Raspberry plants sourcing | n | Packer merchandise guide |
| n | Cheese market study | n | Quinoa marketing information |
| n | Cooling equipment | n | Sheep slaughterhouse cost proforma |
| n | Chemical and Pesticides News service | n | snow peas |
| n | Chemical peeling agent | n | Spice trade |
| n | Ginger market contacts or technical assistance | n | sport shirts |
| n | Handbook for Vegetable growers | n | strawberry |
| n | Hydroponic systems information | n | Tea profile |
| n | ice cream sticks study | n | Tissue culture laboratory |
| | | n | tropical fish market and entry info |

Have you any interest in any of the topics outlined above?

A: Yes, achiote, cooling equipment, chemical and pesticides, chemical peeling, handbook for vegetables, hydroponics, passion fruit, spice, tropical fish market.

Were you aware that FEDEXPOR's Miami office was providing information such as that mentioned above?

A: Yes, but not recently. I have never seen a list. Such a publication would be extremely useful; with a list of prices.

What kind of information would be most useful to you?

A: All of the above.

Date and time questionnaire completed: June 17, 1988 at 10:20am (Friday)

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre _____ Empresa CLASAGRO

Hace que tiempo es usted miembro de FEDEXPOR?

___ 3 meses ___ 6 meses ___ 1 año ___ 2 años 3 años ___ 4+ años

Por que se hizo miembro de FEDEXPOR? _____

Cual es su negocio principal? EXPOSICION AGRICOLA

En que productos agricolas para exportacion tiene usted mayor interes? _____

EMBUJILLA/SNOW PEA/ESPARRAGO/EXOTICOS

Cuales son los productos agricolas que produce actualmente? LOS

ANOTADOS

Cuantas hectareas tiene su propiedad o propiedades? 6 HAS + OTRAS

Cual es el volumen de produccion (por producto)?

producto SNOW PEA Volumen 70.000 lb/año Valor _____

producto EMBUJILLA Volumen 100 TM/año Valor _____

producto ESPARRAGO Volumen 120 TM/año Valor _____

Cuales son sus ganancias brutas y cuales sus ganancias netas? _____

En donde esta ubicada su propiedad o propiedades? OTONI

Cuantos peones ocupa en su propiedad? 120

Que tipo de labor realizan? VAIROS

Cual es la escala de salarios? _____

Son trabajadores fijos o son temporales? AMBOS

Usted es miembro de otra asociacion o federacion? SI

Si es miembro, que beneficios recibe de estas? INFORMACION
GENERAL

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania?

DAOS MERCADO / DAOS TECNICOS / FERIA Y/O
EXPOSICIONES / ETC.

Como ha utilizaço esta informacion? BASE DE DAOS PARA
VAIOS PROYECTOS

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? si no

Si usted sabe, como podria la oficina de Miami servirles mejor?

EXISTE DESINTERES POR MERCADO AMERICANO

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros países? EUROPA: VARIOS CONTACTOS QUE
FUNCIONAN OPTIMALMENTE

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas?
SOLO PROBLEMAS CON MERCADO AMERICANO:
(A): FITOSANITARIOS (RECIBO DE PAON. ECUATORIANO)
(B): PROBLEMAS BROKERS (NO ES GENTE SERIA)

Cuales son sus fuentes de financiamiento? CAN; BANCOS; FONDOS
PROPIOS

Cuales son su necesidades de financiamiento o servicios que usted quisiera?

Cuales son los obstaculos principales para exportar sus productos (financiamiento, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros países, contactos con los mercados extranjeros, otros)?

En que areas o en que manera quisiera expandir sus actividades? INCREMENTAR VOLUMENES DE EXPORTACION

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

- | | | |
|--|-------------------------------------|--|
| <input type="checkbox"/> Perfil del mercado de achiote | <input type="checkbox"/> | Estudio de palitos de helados |
| <input type="checkbox"/> Reporte semanal del mercado de flores y los precios | <input type="checkbox"/> | Regulaciones sobre irradiacion |
| <input type="checkbox"/> Perfil de consumo de lana de conejo de angora | <input checked="" type="checkbox"/> | Perfil y estudio de lilium |
| <input type="checkbox"/> Asistencia tecnica para esparrago y mision de negocio | <input type="checkbox"/> | Estudio al jugo de maracuya |
| <input checked="" type="checkbox"/> Suministro de plantas de mora | <input type="checkbox"/> | LPG gas containers |
| <input type="checkbox"/> Estudio del mercado para queso | <input type="checkbox"/> | Guia para compradores y productores de productos agricolas |
| <input type="checkbox"/> Equipo de enfriamiento | <input type="checkbox"/> | Informacion de mercado de Quinoa |
| <input type="checkbox"/> Informacion sobre quimicas y pesticidios | <input type="checkbox"/> | Costos de matadero de ovejas |
| <input type="checkbox"/> Productos quimicos para pelar | <input checked="" type="checkbox"/> | Arvejas chinas |
| <input type="checkbox"/> Contactos del mercado para el genjibre o asistencia tecnica | <input type="checkbox"/> | Mercado de especies |
| <input type="checkbox"/> Manual para el productor de vegetales | <input checked="" type="checkbox"/> | Frutillas |
| <input type="checkbox"/> Informacion sobre sistemas Hidroponicos | <input type="checkbox"/> | Perfil de te |
| | <input type="checkbox"/> | Laboratoria para reproduccion meristemtica |

Tiene usted interes en alguno de los topicos de arriba? _____

Cuales son? _____

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? _____

Que clase de informacion seria de mayor interes para usted? _____



UNIWELD ANDINA S. A.

PANAMERICANA NORTE No. 9637
APARTADO POSTAL 10529 - S4
QUITO - ECUADOR

EQUIPOS DE GAS PARA SOLDAR Y CORTAR

TELEFONOS: 248-916 - 456-756 - 404-493
TELEX: 2472 UASASED
FAX 404494

G.G. 263/88
Julio 7, 1988

Señores
DEVRES/ FEDEXPOR
1202 N.W. 72nd Ave,
Miami, Fl. 33126
U.S.A.

Estimados señores:

Acusamos recibo de su atenta carta de Junio 14, por la cual les agradecemos.

La encuesta enviada por ustedes no ha sido llenada por nosotros, debido a que la misma tiene relación con exportación de productos agrícolas, y nuestra compañía se dedica exclusivamente a la exportación de equipos de soldadura a gas.

Sin más por el momento, nos suscribimos.

Atentamente,

A handwritten signature in cursive script, reading "Aurelia Olarte Y.", is written over a horizontal line.

Aurelia Olarte Y.
Gerente General
UNIWELD ANDINA S.A.

A0/lvdv
Adj. Formulario
cc. file

ENTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre AURELIA OLIVERA Y. Empresa UNIWELD ANDINA S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años 8 años

Por que se hizo miembro de FEDEXPOR? POR SER EXPORTADORES

Cual es su negocio principal? EXPORTACION DE EQUIPOS PARA SOLDAR A GAS

En que productos agricolas para exportacion tiene usted mayor interes?
 Zinco

Cuales son los productos agricolas que produce actualmente?
 Zinco

Cuantas hectareas tiene su propiedad o propiedades?

Cual es el volumen de produccion (por producto)?

producto Volumen Valor

producto Volumen Valor

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades?

Cuantos peones ocupa en su propiedad?

ENTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre ANDRES PONCE Empresa SANITEX S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

3 meses 6 meses 1 año 2 años 3 años 4+ años

Por que se hizo miembro de FEDEXPOR? POSIBILIDADES DE EXPORTAR

Cual es su negocio principal? PATALES DESECHABLES

En que productos agricolas para exportacion tiene usted mayor interes? _____

Cuales son los productos agricolas que produce actualmente? _____

Cuantas hectareas tiene su propiedad o propiedades? _____

Cual es el volumen de produccion (por producto)?

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

Cuales son sus ganancias brutas y cuales sus ganancias netas? _____

En donde esta ubicada su propiedad o propiedades? _____

Cuantos peones ocupa en su propiedad? _____

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre _____ Empresa PONCE YEPES CIA. DE COMERCIO S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

___ 3 meses ___ 6 meses x 1 año ___ 2 años ___ 3 años ___ 4+ años

Por que se hizo miembro de FEDEXPOR? Es intención de la Empresa incursionar en el campo de la exportación

Cual es su negocio principal? Distribuidores de equipos John Deere para la agricultura y la construcción, Distribuidores de Lubricantes CEPE

En que productos agricolas para exportacion tiene usted mayor interes? Extracto de maracuyá, lana de angora, arveja china, endibia, achicoria

Cuales son los productos agricolas que produce actualmente? Proyectos en estudio

Cuántas hectareas tiene su propiedad o propiedades? _____

Cual es el volumen de producción (por producto)?

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

Cuales son sus ganancias brutas y cuales sus ganancias netas? _____

En donde esta ubicada su propiedad o propiedades? _____

Cuántos peones ocupa en su propiedad? _____

Que tipo de labor realizan? _____

Cual es la escala de salarios? _____

Son trabajadores fijos o son temporales? _____

Usted es miembro de otra asociacion o federacion? _____

Si es miembro, que beneficios recibe de estas? _____

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania?

La oficina de Quito nos proporciona información sobre el mercado y prácticas de cultivo de los productos que hemos tenido interés, así como exigencias en los diferentes mercados de dichos productos

Como ha utilizado esta informacion?para completar los estudios tanto de factibilidad como de mercado de los productos de nuestra interés

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? Si si no

Si usted sabe, como podria la oficina de Miami servirles mejor?

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

<input type="checkbox"/> Perfil del mercado de achiote	<input type="checkbox"/> Estudio de palitos de helados
<input type="checkbox"/> Reporte semanal del mercado de flores y los precios	<input type="checkbox"/> Regulaciones sobre irradiacion
<input checked="" type="checkbox"/> Perfil de consumo de lana de conejo de angora	<input type="checkbox"/> Perfil y estudio de liliun
<input type="checkbox"/> Asistencia tecnica para esparrago y mision de negocio	<input checked="" type="checkbox"/> Estudio al jugo de maracuya
<input checked="" type="checkbox"/> Suministro de plantas de mora	<input type="checkbox"/> LPG gas containers
<input type="checkbox"/> Estudio del mercado para queso	<input type="checkbox"/> Guia para compradores y productores de productos agricolas
<input type="checkbox"/> Equipo de enfriamiento	<input type="checkbox"/> Informacion de mercado de Quinoa
<input type="checkbox"/> Informacion sobre quimicas y pesticidios	<input type="checkbox"/> Costos de matadero de ovejas
<input type="checkbox"/> Productos quimicos para pelar	<input checked="" type="checkbox"/> Arvejas chinas
<input type="checkbox"/> Contactos del mercado para el genjibre o asistencia tecnica	<input type="checkbox"/> Mercado de especies
<input type="checkbox"/> Manual para el productor de vegetales	<input type="checkbox"/> Frutillas
<input type="checkbox"/> Informacion sobre sistemas Hidroponicos	<input type="checkbox"/> Perfil de te
	<input type="checkbox"/> Laboratoria para reproduccion meristemtica

Tiene usted interes en alguno de los topicos de arriba? SI

Cuales son? Lana de angora, mora de castilla, maracuyá, arveja china, quinoa sistema hidropónicos, achiote

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? SI

Que clase de informacion seria de mayor interes para usted?

Mercado mundial de los productos mencionados.

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre ING. ROBERTO PEÑA DURINI Empresa AGLOMERADOS COTOPAXI S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años x 4+ años

Por que se hizo miembro de FEDEXPOR? ACOSA SE HIZO MIEMBRO DE FEDEXPOR PARA
APROVECHAR QUE LA ORGANIZACION REUNIA A LOS EXPORTADORES Y ESTE GRUPO PODIA CONVERTIRSE EN UN
ENTE DE MUCHA IMPORTANCIA PARA BENEFICIOS DE LOS MISMOS.

Cual es su negocio principal? FABRICACION DE TABLEROS AGLOMERADOS DE MADERA

En que productos agricolas para exportacion tiene usted mayor interes?
NINGUNO

Cuales son los productos agricolas que produce actualmente?
NINGUNO

Cuantas hectareas tiene su propiedad o propiedades?

Cual es el volumen de produccion (por producto)?

producto Volumen Valor

producto Volumen Valor

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades?

Cuantos peones ocupa en su propiedad?

ENTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre HERNAN CORREA Empresa CORPORACION ECUATORIANA DE ALUMINIO S.A. CEDAL

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años X 4+ años

Por que se hizo miembro de FEDEXPOR? EMPRESA EXPORTA Y GREMIO ES UTIL EN LA
ACTIVIDAD.

Cual es su negocio principal? INDUSTRIA MANUFACTURERA

En que productos agricolas para exportacion tiene usted mayor interes?
CAMARONES

Cuales son los productos agricolas que produce actualmente?
CAMARONES

Cuantas hectareas tiene su propiedad o propiedades? 200

Cual es el volumen de produccion (por producto)?

producto CAMARON Volumen 600.000 LBS Valor US\$ 2'100.000.

producto Volumen Valor

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades? GUAYAS

Cuantos peones ocupa en su propiedad? 90

Que tipo de labor realizan? PROPIAS DE CRIANZA DE CAMARON

Cual es la escala de salarios? 22.000 60.000 SUCRES/ MES

Son trabajadores fijos o son temporales? FIJOS

Usted es miembro de otra asociacion o federacion? SI

Si es miembro, que beneficios recibe de estas? VARIOS

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania?

MERCADOS POTENCIALES DE EXPORTACION (NO EN CAMARON)

LEGISLACION PERTINENTE

Como ha utilizado esta informacion? EDUCACION

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? X si no

Si usted sabe, como podria la oficina de Miami servirles mejor?

INFORMAR PRECIOS ACTUALIZADOS DE PRODUCTOS QUE NOS INTERESAN CAMARONES/

ALUMINIO

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

- | | | |
|---|-------|--|
| <input checked="" type="checkbox"/> Perfil del mercado de achiote | _____ | Estudio de palitos de helados |
| _____ Reporte semanal del mercado de flores y los precios | _____ | Regulaciones sobre irradiacion |
| _____ Perfil de consumo de lana de conejo de angora | _____ | Perfil y estudio de lilium |
| _____ Asistencia tecnica para esparrago y mision de negocio | _____ | Estudio al jugo de maracuya |
| _____ Suministro de plantas de mora | _____ | LPG gas containers |
| _____ Estudio del mercado para queso | _____ | Guia para compradores y productores de productos agricolas |
| _____ Equipo de enfriamiento | _____ | Informacion de mercado de Quinoa |
| _____ Informacion sobre quimicas y pesticidios | _____ | Costos de matadero de ovejas |
| _____ Productos quimicos para pelar | _____ | Arvejas chinas |
| _____ Contactos del mercado para el genjibre o asistencia tecnica | _____ | Mercado de especias |
| _____ Manual para el productor de vegetales | _____ | Frutillas |
| _____ Informacion sobre sistemas Hidroponicos | _____ | Perfil de te |
| | _____ | Laboratoria para reproduccion meristemtica |

Tiene usted interes en alguno de los topicos de arriba? SI

Cuales son? TODOS

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? NO

Que clase de informacion seria de mayor interes para usted?

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros paises? _____

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas? _____

Cuales son sus fuentes de financiamiento? CREDITOS BIRE/ BANCO CENTRAL PARA INVERSIONES

Cuales son su necesidades de financiamiento o servicios que usted quisiera? _____

NINGUNA EN FINANCIAMIENTO

Cuales son los obstaculos principales para exportar sus productos (financimientto, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros paises, contactos con los mercados extranjeros, otros)?

En que areas o en que manera quisiera expandir sus actividades? _____

PRODUCCION INDUSTRIAL DE PRODUCTOS QUE UTILICEN MATERIAS PRIMAS NACIONALES

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre J. L. DUCHAMP Empresa LATINOAMERICANA DE JUGOS

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años 4+ años

Por que se hizo miembro de FEDEXPOR? CONTACTOS EN EL EXTERIOR

Cual es su negocio principal? TRUFA / JUGO DE FRUTAS

En que productos agricolas para exportacion tiene usted mayor interes?

Cuales son los productos agricolas que produce actualmente?

Cuantas hectareas tiene su propiedad o propiedades?

Cual es el volumen de produccion (por producto)?

producto	<u>JUGO TRUFA</u>	Volumen	<u>20 TON</u>	Valor	<u>15.000 - 30000 C.C.</u>
producto	<u> </u>	Volumen	<u> </u>	Valor	<u> </u>
producto	<u> </u>	Volumen	<u> </u>	Valor	<u> </u>

Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades?

Cuantos peones ocupa en su propiedad?

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros paises? _____

VAZIOS

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas?

NO SE HA EXPORTADO SON

Cuales son sus fuentes de financiamiento?

FOPINAR

Cuales son su necesidades de financiamiento o servicios que usted quisiera?

FINANCIACION EVENTUALS PEDIDOS EXPORTACION

Cuales son los obstaculos principales para exportar sus productos (financiamiento, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros paises, contactos con los mercados extranjeros, otros)?

REGULACIONES DE LA ADMINISTRACION -

ESCALA PRODUCCION Y ALTO PRECIO ALGUNAS FIRMS

LOCALES - TRANSPORTO COSTOSO EN PRODUCCION EN

VALOR CAPITAL (USD. 3.500 / USD. 20.000) TOP REFERIR

En que areas o en que manera quisiera expandir sus actividades? _____

CONTRATACION A MEDIANO PLAZO PARA DESPLAZOS CONTINUADOS

Que tipo de labor realizan? _____

Cual es la escala de salarios? 20% encima del minimo

Son trabajadores fijos o son temporales? PARTE Y PARTE

Usted es miembro de otra asociacion o federacion? COM. P. INDUCIDA

Si es miembro, que beneficios recibe de estas? ACTIVIDAD DE CREDITO

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania?

Como ha utilizado esta informacion? POR CORREO ESTABLECIDO CONTINUA

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? si no

Si usted sabe, como podria la oficina de Miami servirles mejor?
MENOS INFLACION EN CUENTA DE LOS DOLARES DE
TRABAJO ESTABLECIDO

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

- | | | |
|--|-------------------------------------|--|
| <input type="checkbox"/> Perfil del mercado de achiote | <input type="checkbox"/> | Estudio de palitos de helados |
| <input type="checkbox"/> Reporte semanal del mercado de flores y los precios | <input type="checkbox"/> | Regulaciones sobre irradiacion |
| <input type="checkbox"/> Perfil de consumo de lana de conejo de angora | <input type="checkbox"/> | Perfil y estudio de lilium |
| <input type="checkbox"/> Asistencia tecnica para esparrago y mision de negocio | <input checked="" type="checkbox"/> | Estudio al jugo de maracuya |
| <input type="checkbox"/> Suministro de plantas de mora | <input type="checkbox"/> | LPG gas containers |
| <input type="checkbox"/> Estudio del mercado para queso | <input type="checkbox"/> | Guia para compradores y productores de productos agricolas |
| <input type="checkbox"/> Equipo de enfriamiento | <input type="checkbox"/> | Informacion de mercado de Quinoa |
| <input type="checkbox"/> Informacion sobre quimicas y pesticidios | <input type="checkbox"/> | Costos de matadero de ovejas |
| <input type="checkbox"/> Productos quimicos para pelar | <input type="checkbox"/> | Arvejas chinas |
| <input type="checkbox"/> Contactos del mercado para el genjibre o asistencia tecnica | <input type="checkbox"/> | Mercado de especias |
| <input type="checkbox"/> Manual para el productor de vegetales | <input type="checkbox"/> | Frutillas |
| <input type="checkbox"/> Informacion sobre sistemas Hidroponicos | <input type="checkbox"/> | Perfil de te |
| | <input type="checkbox"/> | Laboratoria para reproduccion meristemtica |

Tiene usted interes en alguno de los topicos de arriba? _____

Cuales son? _____

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? SI

Que clase de informacion seria de mayor interes para usted? _____



Cierres de Cuenca S.A.

DIRECCIONES:

CUENCA: Casilla H - Teléfono: 824447

GUAYAQUIL: Teléfonos: 352900

Apartado 5888

Guayaquil, julio 12 de 1988

Señores
FEDEXPOR
Miami.

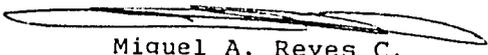
De mis consideraciones:

Por favor sírvanse encontrar la encuesta solicitada por ustedes debidamente llenada.

Como la encuesta está dirigida hacia la parte agrícola, y nosotros no pertenecemos a ese campo, prácticamente hemos dejado todos los espacios en blanco por no ser esa nuestra línea de actividades.

Quedando de ustedes, los saluda.

Atentamente,


Miguel A. Reyes C.
APODERADO GENERAL

Adj.: Lo indicado

MARC/bvs

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre MIGUEL A. REYES C. Empresa HILOS CADENA LLAVE S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años X 4+ años

Por que se hizo miembro de FEDEXPOR? Para estar informado sobre lo relacionado

con el comercio de exportación, básicamente por los cierres de cremallera, por
una institución seria, responsable y ágil.
Cual es su negocio principal? _____

Fabricación de cierres de cremallera

En que productos agricolas para exportacion tiene usted mayor interes? _____

Cuales son los productos agricolas que produce actualmente? _____

Cuantas hectareas ciene su propiedad o propiedades? _____

Cual es el volumen de produccion (por producto)?

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

producto _____ Volumen _____ Valor _____

Cuales son sus ganancias brutas y cuales sus ganancias netas? _____

En donde esta ubicada su propiedad o propiedades? _____

Cuantos peones ocupa en su propiedad? _____



Ing. Jaime Jaramillo C. Msc. M
GERENTE

MI
DEVRES/FEDEXPOR

LICOPEX

Av. Shyris 2281 y El Telégrafo
Casilla 408-A, Suc. No. 3
Teléfonos: 430-373 - 430-374
Telex 2784 JJARAM ED
Quito - Ecuador

Nombre JAIME JARAMILLO Empresa LICOPEX

Hace que tiempo es usted miembro de FEDEXPOR?

3 meses 6 meses 1 año X 2 años 3 años 4+ años

Por que se hizo miembro de FEDEXPOR? POR LA NECESIDAD DE FORMAR PARTE DE UNA ORGANIZACION QUE AGRUPE LEGALMENTE A LOS EXPORTADORES.

Cual es su negocio principal? AGROINDUSTRIAL, PRODUCCION Y PROCESAMIENTO DE FRUTAS NACIONALES CON MIRAS A LA EXPORTACION.

En que productos agricolas para exportacion tiene usted mayor interes? MORAS, ESPARRAGOS, UBILLAS, MARACUYA, PIÑAS.

Cuales son los productos agricolas que produce actualmente? MORAS, ESPARRAGOS AUN EN ETAPA DE FOMENTO AGRICOLA.

Cuantas hectareas tiene su propiedad o propiedades? 20

Cual es el volumen de produccion (por producto)?

producto MORAS Volumen 70 TM Valor S/.21 M.

producto ESPARRAGOS Volumen 30 TM Valor 12 M.

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas? N/A

En donde esta ubicada su propiedad o propiedades? SALACHE COTOPAXI

Cuantos peones ocupa en su propiedad? 8 AL MOMENTO. CON PROYECCION A 15 EN LOS PROXIMOS 6 MESES.

Que tipo de labor realizan? LABORES DE SIEMBRA, MANTENIMIENTO Y BENEFICIOS DE LAS PLANTACIONES

Cual es la escala de salarios? 350 a 450 / JORNAL

Son trabajadores fijos o son temporales? FIJOS

Usted es miembro de otra asociacion o federacion? CAMARA ECUATORIANA AMERICANA

Si es miembro, que beneficios recibe de estas? SEMINARIOS, ACCESO A INFORMACION GENERAL Y DE MERCADOS.

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania? INFORMACION DE PRECIOS DEL MERCADO EXTERIOR, COMPORTAMIENTO DEL MERCADO, DETALLES SOBRE LA DEMANDA EXTERIOR DE LOS PRODUCTOS SOBRE LOS QUE TENEMOS INTERES.

Como ha utilizado esta informacion? PARA PRESENTACION DE OFERTAS Y COTIZACIONES DE PRECIOS DE LOS PRODUCTOS, PARA INCLUIR EN LOS ESTUDIOS DE PRE Y FACTIBILIDAD.

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? x si no

Si usted sabe, como podria la oficina de Miami servirles mejor?

AYUDANDO A HACER CONOCER LA OFERTA EXPORTABLE DE ECUADOR EN USA, PROPORCIONANDO CONTACTOS CON POSIBLES COMPRADORES, PROVEYENDO INFORMACION DE PRECIOS Y FLUCTUACION DE LA DEMANDA PARA CADA PRODUCTO. COLABORANDO DIRECTAMENTE EN LA LABOR DE VENTAS.

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros paises? CONTACTOS INICIALES CON POSIBLES COMPRADORES DE MORAS, EN LA ZONA DE PHILADELPHIA, VIRGINIA Y CHICAGO; IGUAL TRATAMIENTO PARA EL MERCADO ALEMAN.

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas?

Cuales son sus fuentes de financiamiento? CORPORACION FINANCIERA NACIONAL Y BANCO DE FOMENTO

Cuales son su necesidades de financiamiento o servicios que usted quisiera? FINANCIAMIENTO A 10 AÑOS CON INTERES DEL 23 O MAX 25% ANUAL SOBRE SALDOS LINEAS FOPEX.

Cuales son los obstaculos principales para exportar sus productos (financiamiento, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros paises, contactos con los mercados extranjeros, otros)?

REGULACIONES DEL GOBIERNO DE ESTADOS UNIDOS

CONTACTOS REALES Y MAS CONFIABLES CON LOS MERCADOS DE ESTADOS UNIDOS Y EUROPA.

En que areas o en que manera quisiera expandir sus actividades? UNA VEZ ASEGURADO EL MERCADO EXTERNO PARA LOS PRODUCTOS EN FRESCO, EXPANDIRIAMOS LA OPERACION HACIENDO UNA INTEGRACION HACIA ADELANTE PROCESANDO LA FRUTA HASTA OBTENER JUGO CONCENTRADO Y/O LIOFILIZADO, TANTO DE MORAS, COMO MARACUYA Y PIÑAS.

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

<input type="checkbox"/> Perfil del mercado de achiote	<input type="checkbox"/> Estudio de palitos de helados
<input type="checkbox"/> Reporte semanal del mercado de flores y los precios	<input type="checkbox"/> Regulaciones sobre irradiacion
<input type="checkbox"/> Perfil de consumo de lana de conejo de angora	<input type="checkbox"/> Perfil y estudio de liliun
<input checked="" type="checkbox"/> Asistencia tecnica para esparrago y mision de negocio	<input type="checkbox"/> Estudio al jugo de maracuya
<input checked="" type="checkbox"/> Suministro de plantas de mora	<input type="checkbox"/> LPG gas containers
<input type="checkbox"/> Estudio del mercado para queso	<input type="checkbox"/> Guia para compradores y productores de productos agricolas
<input type="checkbox"/> Equipo de enfriamiento	<input type="checkbox"/> Informacion de mercado de Quinoa
<input type="checkbox"/> Informacion sobre quimicas y pesticidios	<input type="checkbox"/> Costos de matadero de ovejas
<input type="checkbox"/> Productos quimicos para pelar	<input type="checkbox"/> Arvejas chinas
<input type="checkbox"/> Contactos del mercado para el genjibre o asistencia tecnica	<input type="checkbox"/> Mercado de especies
<input type="checkbox"/> Manual para el productor de vegetales	<input type="checkbox"/> Frutillas
<input type="checkbox"/> Informacion sobre sistemas Hidroponicos	<input type="checkbox"/> Perfil de te
	<input type="checkbox"/> Laboratorio para reproduccion meristemtica

Tiene usted interes en alguno de los topicos de arriba? SI

Cuales son? REGULACIONES SOBRE IRRADIACION, PERFIL Y ESTUDIO DEL LILIUM, GUIA PARA COMPRADORES Y PRODUCTORES DE PRODUCTOS AGRICOLAS, MERCADO DE ESPECIES, LABORATORIO PARA REPRODUCCION MERISTEMATICA.

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? NO

Que clase de informacion seria de mayor interes para usted?
PRECIOS SEMANALES MORAS, ESPARRAGOS, UBILLAS EN FRESCO Y JUGO CONCENTRADO DE MARACUYA Y PIÑA.



ISKRAEMEC S. A.
ISKRA HERRAMIENTAS ELECTROMECHANICAS DEL ECUADOR S. A.

Quito, Julio 6 de 1.988

No. GG 358-88

Señor
Timothy D. Yeane
DEVRES - FEDEXPOR
1202 NW 72ND AVE.
Miami, FL 33126

De mis consideraciones:

Acuso recibo de la encuesta sobre informaciones proporcionadas por Devres/Fedexpor.

Lamentablemente no puedo proceder a su contestación por cuanto la línea de exportación de nuestra empresa no es de productos agrícolas sino de productos industrializados. Sin embargo conozco de los buenos resultados que ha tenido la información proporcionada por Devres, tales como perfiles de mercado, precios y aún contactos en el exterior; razón por la cual considero que la actividad conjunta de Devres/Fedexpor, con el apoyo de la AID, ha sido muy beneficiosa para el país.

Atentamente,

ISKRAEMEC S.A.


Econ. Fabián Canelos
GERENTE GENERAL

FC/rv

ENTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre Tetsuya Oyana Empresa BUJIAS NGK DEL ECUADOR S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años 3 años x 4+ años

Por que se hizo miembro de FEDEXPOR? En calidad de exportadores es conveniente pertenecer a una Institución como FEDEXPOR, por toda la información que nos otorgan a través de sus boletines.

Cual es su negocio principal? Producción de bujías de encendido para todo tipo de motores a gasolina.

En que productos agricolas para exportacion tiene usted mayor interes?

Cuales son los productos agricolas que produce actualmente?

Cuantas hectareas tiene su propiedad o propiedades?

Cual es el volumen de produccion (por producto)?

producto Volumen Valor

producto Volumen Valor

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades?

Cuantos peones ocupa en su propiedad?

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre ING. MARCELO BELTRAN Empresa FRUAGRO S.A.

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años x 3 años 4+ años

Por que se hizo miembro de FEDEXPOR? POR LA AYUDA QUE PODIAMOS RECIBIR
Y LA COLABORACION QUE PODIAMOS PRESTAR

Cual es su negocio principal? PRODUCIR FRUTILLAS PARA LA EXPORTACION

En que productos agricolas para exportacion tiene usted mayor interes?
FRUTILLA, TOMATE CHERRY, GRANADILLA Y MELON.

Cuales son los productos agricolas que produce actualmente?
FRUTILLAS Y TOMATE CHERRY

Cuantas hectareas tiene su propiedad o propiedades? 26 HECTAREAS

Cual es el volumen de produccion (por producto)?

producto FRUTILLA Volumen 240 TON/AÑO Valor US\$ 300.000 PROMEDIO

producto TOMATE CHERRY Volumen 10 TON/AÑO Valor US\$ 2.000 PROMEDIO

producto Volumen Valor

Cuales son sus ganancias brutas y cuales sus ganancias netas? LA COMPAÑIA
TIENE PERDIDA

En donde esta ubicada su propiedad o propiedades? EN LA PARROQUIA DE EL QUINCHE

Cuantos peones ocupa en su propiedad? 150 TRABAJADORES AGRICOLAS

Ha recibido usted alguna de las informaciones que a continuacion detallamos de la oficina de FEDEXPOR en Quito o Guayaquil?

<u>NO</u> Perfil del mercado de achiote	<u>NO</u>	Estudio de palitos de helados
<u>N/A</u> Reporte semanal del mercado de flores y los precios	<u>NO</u>	Regulaciones sobre irradiacion
<u>N/A</u> Perfil de consumo de lana de conejo de angora	<u>NO</u>	Perfil y estudio de lilium
<u>NO</u> Asistencia tecnica para esparrago y mision de negocio	<u>NO</u>	Estudio al jugo de maracuya
<u>NO</u> Suministro de plantas de mora	<u>NO</u>	LPG gas containers
<u>N/A</u> Estudio del mercado para queso	<u>NO</u>	Guia para compradores y productores de productos agricolas
<u>NO</u> Equipo de enfriamiento	<u>NO</u>	Informacion de mercado de Quinoa
<u>NO</u> Informacion sobre quimicas y pesticidios	<u>NO</u>	Costos de matadero de ovejas
<u>NO</u> Productos quimicos para pelar	<u>NO</u>	Arvejas chinas
<u>NO</u> Contactos del mercado para el genjibre o asistencia tecnica	<u>NO</u>	Mercado de especias
<u>NO</u> Manual para el productor de vegetales	<u>NO</u>	Frutillas
<u>NO</u> Informacion sobre sistemas Hidroponicos	<u>NO</u>	Perfil de te
	<u>NO</u>	Laboratoria para reproduccion meristemtica

Tiene usted interes en alguno de los topicos de arriba? SI

Cuales son? SUMINISTRO PLANTAS DE MORA, EQUIPOS DE ENFRIAMIENTO, ARVEJAS CHINAS FRUTILLAS, LABORATORIO DE REPRCDUCCION MERISTEMATICO.

Tenia conocimiento de que la oficina de FEDEXPOR en Miami estaba enviando informacion como la que mencionada en el parrafo anterior? NO

Que clase de informacion seria de mayor interes para usted? INFORMACION SOBRE

SEMIÉLABORADOS DE FRUTILLAS

Que tipo de labor realizan? SIEMBRA, COSECHA, LIMPIEZA DE LAS PLANTAS ETC.

Cual es la escala de salarios? S/. 15.000 APROXIMADAMENTE EN PROMEDIO POR MES

Son trabajadores fijos o son temporales? TRBAJADORES FIJOS

Usted es miembro de otra asociacion o federacion? NO

Si es miembro, que beneficios recibe de estas? N/A

Que informacion provee FEDEXPOR/Quito o Guayaquil a usted o a su compania?

REGULARMENTE BOLETINES SOBRE LOS MERCADOS, CURSOS A REALIZARSE

Como ha utilizado esta informacion? HA SERVIDO DE REFERENCIA PARA MEJORAR LA
GESTION

Tiene usted conocimiento de que FEDEXPOR tiene oficina en Miami? X si no

Si usted sabe, como podria la oficina de Miami servirles mejor?

ENVIAR INFORMACION SOBRE PRECIOS Y VOLUMNES QUE SE NEGOCIAN SEMANALMENTE

ADICIONALMENTE INFORMAR SOBRE NECESIDADES DE MERCADO. POR FALTA DE PRODUCCION
EN LOS E.U. (VENTANAS DE MERCADO)

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros paises? BROKERS PARA LA COMERCIALIZACION

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas? NINGUNO

Cuales son sus fuentes de financiamiento? CAPITAL Y CREDITOS DE FINANCIERAAAS

Cuales son su necesidades de financiamiento o servicios que usted quisiera? SERVICIOS DE INFORMACION

Cuales son los obstaculos principales para exportar sus productos (financiamiento, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros paises, contactos con los mercados extranjeros, otros)?

TRANSPORTE

En que areas o en que manera quisiera expandir sus actividades? _____

ESTAMOS LLEVANDO A CABO NUESTRO PROGRAMA DE EXPANSION EN LOS PRODUCTOS YA MENCIONADOS

INTREVISTAS DE LOS MIEMBROS
DEVRES/FEDEXPOR

Nombre R. FREUND Empresa SINTETICOS TECNICOS S.A

Hace que tiempo es usted miembro de FEDEXPOR?

 3 meses 6 meses 1 año 2 años X 3 años 4+ años

Por que se hizo miembro de FEDEXPOR? INTERES EN PARTICIPAR EN EL MERCADO DE EXPORTACION NO TRADICIONAL

Cual es su negocio principal? PAINTS - RESINAS QUIMICAS
→ COMENZANDO CON PLANTAS DE FRUTAS DESHIDRATADAS

En que productos agricolas para exportacion tiene usted mayor interes?

FRUTAS - NOVA PROCESO DE DESHIDRATACION

Cuales son los productos agricolas que produce actualmente? A.A. -

Manos exportadas resinas a Colombia, Centroamerica y U.S.A.

Cuantas hectareas tiene su propiedad o propiedades? N.A.

Cual es el volumen de produccion (por producto)?

producto Volumen Valor

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Cuales son sus ganancias brutas y cuales sus ganancias netas?

En donde esta ubicada su propiedad o propiedades?

Cuantos peones ocupa en su propiedad?

Que contactos de mercado de negocios tiene usted en los Estados Unidos, Europa o en otros paises? _____

Que problemas y que exitos ha tenido usted en exportar sus productos agricolas?

Cuales son sus fuentes de financiamiento? FOPEX

Cuales son su necesidades de financiamiento o servicios que usted quisiera?

Cuales son los obstaculos principales para exportar sus productos (financiamiento, produccion de productos agricolas de calidad exportable, post cosecha, transporte, regulaciones de los gobiernos de Ecuador, Estados Unidos, u otros paises, contactos con los mercados extranjeros, otros)?

En que areas o en que manera quisiera expandir sus actividades? _____

→ CAMARON DE AGUA DULCE Y FRUTAS DESHIDRATADAS.
