

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 424-DUSSELDORF

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MEETINGS WITH GERMAN MFRS TO EXCHANGE TECHNOLOGY IN CERTAIN AREAS

ANTICIPATED RESULTS:

TO GET MORE ADVANCED TECHNOLOGY TO CANADIAN MFRS AND TO DEVELOP NEW BUSINESS CONNECTIONS FOR CDN. EXPORTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MISSION ON THIRD COUNTRY CAPITAL PROJECT COOP., LED BY MIN OBERLE, VISITED ACHEMA TRADE SHOW IN FRANKFURT JUNE 4 - 11, 1988.

QUARTER: 1 EDCOTT MARKET DEVELOPMENT VISIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EXCELLENT SERIES OF NEW BUSINESS CONNECTIONS BETWEEN MISSION MEMBERS (I.E. J. H. LOCK, KOCH, ETC.) & GERMAN PROJ. CONTRACTORS (I.E. LURGI, KRUPP, KLOCKNER) EXPECT 5-10 MLN. IN FOLLOW-UP AND POTENTIAL LONG-TERM BUSINESS.

ORGANIZED ABBREVIATED LIAISON CALL BY EDC OFFICER TO SELECTED GERMAN PROJ. CONTRACTORS & A MAJOR LENDING INSTITU'TN. SEV'L NEW PROJS DISCUSSED PLUS USEFUL INFO. OBTAINED ABOUT THE CREDIT-WORTHINESS OF STATE COMPANIES IN GREECE.