

reports of these workshops provide new insights into this important tool of industrial development. A third joint workshop is planned to take place in the Federal Republic of Germany later in 1988, with public- and private-sector participation.

There is increasing attention to the needs of companies in both countries to acquire new technologies, and to assist in development of new products or processes that will permit firms to remain internationally competitive. Within this bilateral relationship, both countries promote links between companies through transfers of technology, joint research projects, joint ventures, and investment with an element of technology transfer. This process is aided by organization of industrial missions in which groups of companies in one or more sectors, and industry association representatives, visit the other country to participate in seminars and meet their counterparts.

In the past year, there has been an important company mission from the Federal Republic of Germany to Canada in the biotechnology sector. There have also been Canadian company missions to the Federal Republic of Germany to seek new technologies and opportunities for industrial research and development cooperation with German companies in EUREKA, a multilateral European program promoting research links among companies on technologies close to commercialization.

There is growing interest in both countries in research and cooperation in health care equipment and medical technologies. German companies have begun to see Canada as a possible location for certifying and manufacturing high technology products for the North American market, either under licence, through joint ventures, or in newly-established subsidiaries. The governments of Canada and the Federal Republic of Germany are planning a future industrial mission in this sector, which would allow German and Canadian executives to meet and learn about each others' technologies, research capabilities, manufacturing techniques, and marketing.

The Government of Canada provides assistance to Canadian companies to investigate partnerships with German and other European firms in EUREKA projects. The Technology Opportunities in Europe Program (TOEP) is administered by Canada's Department of Regional Industrial Expansion. The Canadian government also offers assistance to Canadian industry to seek new technologies in Germany and in other countries, under the Technology Inflow Program (TIP) administered by the Department of External Affairs.