

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:

QUARTERLY RESULTS REPORTED:

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

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.

QUARTER: 1 EDCOTT MARKET DEVELOPMENT VISIT.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Continued work in environmental services, supporting Globe 90 Conference, World Energy Conference, and export of environmental services.

Organized program for Pres. of Stanley Environmental Services and expect company to develop research link in Duisburg and coop. arrangement with German engineering firm.