

427 - MUNICH

GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-ESTABLISHMENT OF AN INFORMAL GERMAN-CDN BUSINESS MAN'S CLUB. TO MEET AT LUNCHEON 4 TO 5 TIMES PER YEAR TO HEAR SPEECHES BY PROMINENT CDN OR GERMAN BUSINESS OR POLITICAL FIGURES.  
-PRESENTATION TO REGENSBURG CHAMBER OF COMMERCE ON INVESTING IN CANADA.

CLUB'S INAUGURAL ADDRESS GIVEN BY MR. D. REEKIE, CHAIRMAN OF CAE. ONE ADDITIONAL MEETING HELD IN QUARTER. CLUB GAINING ACCEPTANCE AND MEMBERSHIP IS WIDENING.  
-IN ATTENDANCE GEB. 3 SERIOUS ENQUIRIES TO DATE.

QUARTER : 2

1. WORKING WITH BAYERISCHE VEREINSBANK TO IDENTIFY MEDICAL EQPT MANUFACTURERS WITH INTEREST IN INVESTING IN OR ENTERING INTO JOINT VENT. IN CDA  
2. ASSIST DORNIER SEASTAR IN ITS ANALYSIS OF CDN SITES IN PREPARATION FOR A POSSIBLE MOVE TO CDA.  
3. SUPPORT BONN INVESTMENT COUNSELLOR IN PRESENTATION OF WESTERN CDA INVESTMENT SEMINARS IN FRANKFURT AND MUNICH.

1. TWENTY CANDIDATE FIRMS HAVE BEEN IDENTIFIED & 5 HAVE ALREADY BEEN VISITED. ONE SHOWS PROMISE.  
2. ONT., QUE. B.C. WERE SINGLED OUT BY DORNIER AS POSSIBLE RELOCATION AREAS. B.C HAS BEEN THE MOST AGGRESSIVE IN PURSUING DORNIER. ARRANGED FOR BC AGENT GENERAL TO VISIT DORNIER. ACCOMPANIED BC MINISTER MCCARTHY TO DORNIER.  
3. SEMINARS TOOK PLACE ON 22 SEPT IN FRANKFURT & 24 SEPT IN MUNICH. ATTENDANCE AT EACH WAS ABOUT 40.

QUARTER : 3

PRESENTATION OF CDN INVESTMENT OPPORTUNITIES TO OFFICIALS & CUSTOMERS OF GENOSSENSCHAFTLICHE ZENTRALBANK, STUTTGART (02) ASSIST DORNIER SEASTAR GMBH IN PREPARATION FOR A POSSIBLE MOVE TO CANADA.

ABOUT 120 PEOPLE TOOK PART IN THE SEMINAR SEASTAR EXECUTIVES HAE MADE TWO MORE VISITS TO CANADA AND HAVE NOW ENTERED INTO NEGOTIATIONS WITH B. C. GOV'T.

QUARTER : 4

ASSIST DORNIER SEASTAR GMBH IN PREPARATION FOR POSSIBLE MOVE TO CANADA.  
(2) AUTO INVESTMENT MISSION.

DRIE OTTAWA SENT TWO SPECIALISTS TO VISIT THE COMPANY, REVIEW COST ESTIMATES FOR A MOVE TO CANADA AND EXAMINE SEASTAR PROJECT VIABILITY.  
(2) MISSION TOOK PLACE 29 FEB - 11 MAR 88. VISITS WERE MADE TO 17 COMPANIES, 5 ASSOCIATIONS, 3 CHAMBERS OF COMMERCE AND 1 FRG GOVERNMENT OFFICE.  
3 OF THE COMPANIES VISITED HAVE EXPRESSED AN INTEREST IN INVESTING IN CANADA AND ARE NOW WORKING WITH US.