



DEPARTMENT OF EXTERNAL AFFAIRS  
MINISTÈRE DES AFFAIRES EXTÉRIEURES

# communiqué

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## NEW POST IN MUNICH

The Minister for International Trade, the Honourable Ed Lumley, today announced during the visit of Otto Graf Lambsdorff, German Minister of Economics, the decision by the Government of Canada to open a new Consulate General in Munich, West Germany. Staff has already been nominated and the office will be operational, and at the service of Canada's export community by the middle of October.

Mr. Lumley pointed out that the Republic of Germany is Canada's fourth largest international market with exports exceeding \$1.2 billion in 1981. Germany also represents Canada's third leading source of foreign capital with major investments in chemicals, transportation and heavy equipment. In the immediate future, the inflow of German technology and investment particularly in the transportation field is expected to have a substantial and beneficial impact on employment in Canada.

The new office in Munich will be devoted almost entirely to trade and commercial activities. It will cover the two most southern states, Bavaria and Baden-Wurtemberg, which encompasses a third of Germany's market potential and industrial power. Mr. Lumley pointed out that this region is the center of Germany's electronic, aerospace, automotive and mechanical engineering industries, and as such offers a particularly dynamic future market for finished products and high technology sales from Canada. Mr. Lumley further noted that through government and private sector initiatives, several firms in Southern Germany have concluded formal agreements with Canadian companies which have increased sales in Germany and other export markets. The Minister also indicated that encouraging additional arrangements of this nature will be a primary activity of the new office.