

technology and access to stable foreign markets. There has also been a growing tendency for firms in both countries to become involved in joint ventures, licencing or less formal working relationships.

The activities of the new office in Munich will concentrate heavily on trade. Its territory will encompass the two most southern states, Bavaria and Baden-Wuerttemberg, areas which jointly represent one third of Germany's market potential and industrial power. This region is the center of Germany's electronic, aerospace, automotive and mechanical engineering industries. As such, it is of particular interest to Canada as a dynamic market for finished products and high technology sales and as a natural partner for technology transfers, joint ventures or other forms of industrial cooperation

Mr. Regan commented that the opening ceremonies will complete the process started in October 1982 when the Department of External Affairs placed staff in temporary quarters in Munich and made the full range of Consular services available to Canadian citizens and business alike. The Consulate General has subsequently occupied permanent quarters at Maximiliansplatz 9, 8000 Munich 2.