

REPORT #5  
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

605 - DETROIT

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
EXPOSURE TO AUTOMOTIVE SECTOR I.E. INVESTMENT SEMINAR IN REGION  
(DETROIT, INDIANAPOLIS).

NEW INVESTMENT ESTABLISHED IN CANADA  
(IDENTIFY 2ND TIER SUPPLIERS).

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
CONDUCT INTERVIEWS WITH SENIOR EXECUTIVES OF AUTO INDUSTRY (BOTH PARTS  
MANUFACTURERS & ASSEMBLERS) TO SOLICIT THEIR VIEWS & COMMENTS RE TRADE  
POLICIES, POTENTIAL IRRITANTS, ETC.

DOCUMENTED REPORTS TO BE FORWARDED TO  
OTTAWA REGARDING REACTION FROM INDUSTRY  
TOWARDS CANADA.

COMM. & INFORM. EQP. & SERV. ELECTRONIC COMPONENTS  
ENCOURAGE POTENTIAL JOINT VENTURES IN CONJUNCTION WITH CANADIAN FORCES  
TANK ACQUISITION PLANS AND IN DEVELOPMENT OF ARMORED FAMILY OF VEHIC-  
LES FOR USA ARMY.

IDENTIFICATION OF SEVERAL POTENTIAL JOINT  
VENTURE ARRANGEMENTS.

COMM. & INFORM. EQP. & SERV. WORKPLACE AUTOMATION  
PARTICIPATE IN FOUR DETROIT BASED TRADE SHOWS BY SETTING UP INFORMA-  
TION BOOTH IN CONJUNCTION WITH INVESTMENT CANADA PERSONNEL.

IDENTIFY POTENTIAL PROSPECTS & INCREASE  
AWARENESS OF NEW DEVELOPMENTS IN AUTO  
INDUSTRY IN CANADA.

DEFENCE PROGRAMS, PRODUCTS, SERV. ARMAMENTS & VEHICLES  
MAILING CAMPAIGN DIRECTED AT THE COMPUTER AND ELECTRONICS INDUSTRY IN  
TERRITORY.

IDENTIFY DIRECT INVESTMENT AND POTENTIAL  
JOINT VENTURE PARTNERS.

NON SECTORALLY ORIENTED ACTIVITIES

CONSULTANT'S STUDY AS TO HOW TO EXPAND INVESTMENT IN CANADA OF CROSS-  
BORDER INVESTMENT FUND FLOW FROM FINANCIAL INSTITUTIONS IN TERRITORY.

DEVELOPMENT OF AN INVESTMENT DEVELOPMENT  
PROGRAM SPECIFICALLY AIMED AT FINANCIAL  
INSTITUTIONS IN TERRITORY.

MAINTAIN REGULAR CONTACT WITH LAYERS, ACCOUNTANTS, BROKERS, PORTFOLIO  
MANAGERS IN ORDER TO KEEP THEM APPRISED OF CHANGES IN INVESTMENT POLI-  
CY.

ENHANCED AWARENESS OF CANADA'S INVESTMENT  
CLIMATE & OPPORTUNITIES AVAILABLE TO THEIR  
OWN CLIENTS.

CONDUCT SERIES OF INTERVIEWS BETWEEN CORP. SENIOR EXEC. IN TERRITORY AND  
HOM/STC TO EXCH. VIEWS RELATING TO TRADE PROM. INDUSTRIAL DEVELOP., BUSI-  
NESS STRATEGY, EXPORT ACTIVITIES & OTHER PERTINENT ISSUES.

GATHER MKT INTELLIGENCE WHICH WILL BE FOR-  
WARDED TO OTT. & OTHERS AS USEFUL BACKGROU-  
ND INFO. IN FORMULATING APPROPRIATE POLICY  
TO PROMOTE CDN INTEREST.