

REPORT #5
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

424 - DUSSELDORF

GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

HANNOVER INDUSTRY SHOW.
OIL AND GAS EQUIPMENT.
DEMINEX INVESTMENT.

ONE OF FEW INSTITUTIONALIZED FED/PROV INVSTMT PROMO'N ACTIVITIES. PROV'L COLLEAGUES EXPRESSED SATISFAC'N. FORMAT BECOMING A LITTLE "TIRED" AND WE MAY PHASE OUT EVEN IN 89. IN FOLLOW-UP TO DRIEOTT/GSTM VISIT & CDN PETRO. ASSOC'N SEM. IN MAR., WE HAVE TECH. TRANSFER PROSPECTS WITH, WITH, BORNEMANN & HANNEMANN COMPANY. DEMINEX CONCLUDED A \$25 - 30 MLN INVESTMENT GIVING COMPANY A CASH FLOW TO BALANCE RESEARCH AND EXPLORATION ACTIVITIES IN CANADA.

QUARTER : 2

QUARTER : 3

1. Communications Exhibit at Ulm wood and plastics-working show.
2. Food processing technology exchange at SIAL event in Paris.

1. High level of interest in prod. display and investor info. Communica'ns exh. an excellent way to support invstmt activity in bldg. prods & syst. Follow-up on four specific opportunities
2. Despite expressions of interest by several German companies, none participated at SIAL event. We followed-up subsequently and there are a couple of potentially interested companies.

QUARTER : 4

1. MacMillan Binch Roundtable Jan. 27/89.
2. Investment Seminar in Gelsenkirchen March 16/89.

-Krupp Steel looking at possible investment in Canada (Atlas acquisition)
-Mannesmann Anlagenbau in coop. discussions with Delta Project Inc.
-Approx. 5 investment inquiries being pursued.
-Con Gen followed up with visit to Wilhelm Geldbach and we expect a "publishable" testimony on investing.
-We have had follow-up interest from city for future coop.