

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

424 - DUSSELDORF

GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT
MEET WITH GERMAN MANUFACTURERS, USERS & IND. ASSOCIATIONS.

A TARGET LIST OF UP TO 15 COMPANIES WITH
TECHNOLOGY MATCHING CDN NEEDS.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
THROUGH CONTACTS WITH GERMAN FOOD PROCESSORS, TOUR FACILITIES & FOLLOW-
UP WITH EQUIPMENT SUPPLIERS.

A SELECT GROUP OF COMPANY CONTACTS FOR
A FOOD PROCESSING MISSION.

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
CORPORATE LIAISON CALLS ON METAL/MINERAL COMPANIES. REVIEW EXISTING
CDN INVESTMENTS & PROMOTE NEW INVESTMENTS.

IDENTIFICATION OF PRIORITY SECTORS FOR IN-
VESTMENT IN CDA. INTRODUCTION TO POTENTIAL
CDN PARTNERS.

FISHERIES, SEA PRODUCTS & SERV. MARINE HARV, PROC MACH & EQUIP
MEET WITH MAJOR GERMAN FOOD PROCESSORS & PROCESSING EQUIPMENT
MANUFACTURERS.

PREPARE A LIST OF GERMAN MANUFACTURERS TO
BE LINKED WITH CDN MANUFACTURERS OR FISH
PROCESSORS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
USE THE METAV FAIR TO SURVEY GERMAN CAPABILITY IN MATERIALS HANDLING
SUB-SECTOR. VISIT WITH REPRESENTATIVE LEADING COS. IN FIELD.

COMPREHENSIVE KNOWLEDGE OF SECTOR, GIVING
US ABILITY TO RECOMMEND INVESTMENT TARGETS
TO OTTAWA.

CONSTRUCTION INDUSTRY EQUIPMENT & MACHINERY
MEET WITH CANDIDATE COS. (SMALL FAMILY OWNED, FINANCIALLY SOLID) IN
CONSTRUCTION EQUIP. SUB-SECTOR. MEET WITH MAJOR GERMAN CONSTRUCTION
COS. (IE HOCHTIEF & OTHERS).

ACHIEVE AT LEAST ONE JOINT VENTURE IN CDA
IN CONST. EQUIP. RECOMMEND TO CDN CONST.
COS. LOOKING FOR PARTNERS, EXPANSION
OPPORTUNITIES.

NON SECTORALLY ORIENTED ACTIVITIES

MEET WITH PRIVATE BANKS IN TERRITORY TO PROMOTE INVESTMENT INTEREST
IN CANADA.

INCREASED AWARENESS OF CDA AS INVESTMENT
OPPORTUNITY; IDENTIFICATION OF ADDITIONAL
COMPANIES INTERESTED IN CANADA.