

POST : 422-VIENNA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CREATE COMPREHENSIVE LIST OF AUSTRIAN MANUFACTURERS AND DISTRIBUTORS OF CNC MACHINES; AFTER ITS COMPLETION TO COMMENCE WITH THE APPROACH TO CDN MANUFACTURERS AIMED AT ALL POSSIBLE FORMS OF COOPERATIVE EFFORTS.

- RECIPROCITY IN REPRESENTATION
- TECHNOLOGY TRANSFER
- MANUFACTURING UNDER LICENSE.

WITH ACQUISITION OF DATA PROCESSOR, DEVELOP CONTACT SYSTEM LIST ON SECTORAL BASIS FOR CANADIAN COMPANIES.

ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST HAS BEEN VERY ACTIVE IN INCREASING AUSTRIAN AWARENESS IN CANADA'S TECHNOLOGY IN THIS SECTOR. OUR EFFORTS HAVE BEEN PRIMARELY ORIENTED IN THE TECHNOLOGY EXCHANGE AREAS.

POST EFFORTS RESULTED IN A VISIT TO POST TERRITORY OF CDN ENVIRONMENT CONTROL EQUIPMENT MISSION. OVER 121 CONTACTS WITH AUSTRIAN COUNTERPARTS WERE MADE SOME OF WHICH MAY RESULT IN JOINT-VENTURE OR MANUFACTURING UNDER LICENSE.

QUARTER: 2 POST CONTINUED, ALBEIT MODERATELY (DUE TO THE HOLIDAY SEASON) ITS ACTIVITIES IN THIS SECTOR. CONSIDERABLE FOLLOW-UP ENSUED IN THE TECHNOLOGY TRANSFER AREA.

RESULTS TO-DATE VERY POSITIVE, THOUGH NOT OVERLY CONCLUSIVE. IT IS ANTICIPATED THAT SOME MEANINGFUL RESULTS WILL BE HAD IN THE THIRD QUARTER.

QUARTER: 3 SEVERAL EXCELLENT OPPORTUNITIES DISCOVERED FOR THE J/V & TECHNOLOGY TRANSFER OPPORTUNITIES IN THIS SECTOR.

POST, TOGETHER WITH NRC FIELD REPS IN CDA & CDN INDUSTRY, IS ACTIVELY PURSUING THE DISCOVERED CONNECTIONS OPPORTUNITIES.

QUARTER: 4 CONTINUATION OF SEARCH FOR J/V AND TECHNOLOGY TRANSFER OPPORTUNITIES IN THIS SECTOR.

OUR ACTIVITIES RESULTED IN ESTABLISHMENT OF THREE MEANINGFUL CONTACTS ALL AIMED AT COOPERATION AND EVENTUAL TRANSFER OF TECHNOLOGY.