REPORT 4 89/10/10

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

POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 Participation in Electronics. 2.Preparation of a report on charges in FRG telecoms market expected as a result of Bundespost reorganisation.

QUARTER: 4 Participation at CEBIT. To secure space for Canadian participation at I.A.A. Frankfurt in September 89.

QUARTERLY RESULTS REPORTED:

13 Cdn cos participated. on-site sales \$77k. Anticipated sales \$15.5mn. 500 serious enquiries handled. 3 agents appointed.106 pending Cdn particiaption. Covered by CBC TV for prog."Venture" 2.Report completed and distributed.

24 cos part'd at the Cdn nat'l stand & at least 3 others exhibited on their own or with German prtnrs. Agents pdg/apptd 103/35.0n-Site sales \$5.5 mn, expected nxt 12 mths \$39.2 mn. Fair auth. have assigned approx. 90 sg. to Cdn Govt.

(CONSED MANAGETER OF REFERENCES IN LICENSES

CONTRACTOR DATES TO THE CONTRACT OF STATES OF STATES

ALAKUA ARTICIAL PROCESS TOA MULTIN 400.0 PRES INFORMAT AND TO THE TO CON ARTIC-PRES INFORMATION SALES OF ME TO THANK IN FERSE TRAC ATTOM APPROVAL

HOWTFICH OF VALUELS INFORMATION TO COM IN DURING IN THE SIZE AND UNIVER OF THIS MENT-SING MANAGE UNCTOR IN THE HYS.

INCREASED TALES OF COURSE SOFTWARE IN GENERAL

GUARTERLY RESULTS REPORTED