REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 424-DUSSELDORF

016-INDUSTRIAL MACHIN, PLANTS, SERV.
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
MEETINGS WITH CANADIAN MANUFACTURERS IN CANADA BY POST OFFICER.	GAIN FURTHER KNOWLEDGE ON CDN CAPABILITIES AND INFORM INDUSTRY ABOUT "HOW TO PENETRATE FRG MARKET".
CONTINUE INDIVIDUAL MEETINGS WITH GERMAN FIRMS TO INCREASE LICENSING AND JOINT VENTURE OPPORTUNITIES. MEETINGS WITH GERMAN MFRS IN RESPONSE TO DRIE PRIORITIES AND CDN COMPANY REQUESTS.	TO BRING TECHNOLOGY TO CANADA AND TO INCREASE CANADIAN COMPETITIVENESS ON WORLD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 INTERPACK TRADE FAIR. MAY 14 -20, 1987	1170 BUSINESS ENQUIRIES, $3.2MLN ON-SITE SALES. $26.9 MLN ANTICIPATED; 4 AGENTS APPOINTED, 40 AGENTS SPENDING.
QUARTER: 1 INCOMING MISSION TO INTERCAN, JUNE -4, 1987	EARLY RESULTS ONLY GENERAL. AN IMPORTANT INDUST. ASSOCIATION AND VEBA OIL HAD FIRST-HAND LOOK AT ALBERTA AND CDN OIL AND GAS INDUSTRY AT BEGINNING OF RECOVERY PERIOD.
QUARTER: 1 IFAT MISSION, MAY 1987	MINIMUM TWO NEW BUYING COMNNECTIONS
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	