

POST : 424-DUSSELDORF

015-CONSTRUCTION INDUSTRY
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WILL CONTINUE TO SIGNAL POST'S THIRD COUNTRY COOPERATION RESPONSIBILITIES/OPPORTUNITIES TO CMA AND ASSOCIATION OF CANADIAN CONSULTING ENGINEERS.

LIAISON CALLS ON ALL MAJOR GERMAN COMPANIES INVOLVED IN THIRD COUNTRY CAPITAL PROJECTS.

REPORT ON GERMAN TRADING HOUSES

TAILOR-MADE ITINERARIES FOR VISITING CANADIAN COMPANIES.

NEW ENQUIRIES FROM CANADIAN COMPANIES INTERESTED IN THIRD MARKET COOPERATION WITH GERMAN COMPANIES.

DEFINITION OF AREAS FOR COOPERATION, SEVERAL BUYING CONNECTIONS AND A FEW MULTI-MILLION DOLLAR SUB-CONTRACTS

ADD CANADIAN COMPANIES TO POTENTIAL BIDDERS LIST

GREATER AWARENESS OF CDN SUPPLY CAPABILITIES-EVENTUAL EXPORTS IN PARTNERSHIP WITH FRG COMPANIES.

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE CALLS ON PROSPECTIVE PARTNERS FOR THIRD COUNTRY PROGRAM.

29 CORPORATE CALLS PRODUCING A MINIMUM 15 FOLLOW-UP OPPORTUNITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----