REPORT 4

## 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 : 427-MUNICH

## 008-TRANSPORT SYS, EQUIP, COMP, SERV. GERMANY WEST

## PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AUTOMOTIVE

BMW-CANADA MOU CURRENTLY IN PLACE.

UNDERTAKE MARKET STUDY TO IDENTIFY AUTOMOTIVE COMPONENTS CURRENTLY IMPORTED AND FUTURE NEEDS OF INDUSTRY. PROVIDES FRAMEWORK FOR EXPANSION AND DIVERSI-FICATION OF DEM SUPPLY CONTRACTS PARTICULARLY AS BMW INTRODUCES NEW MODELS TO NORTH AMERICA MARKET.

ANTICIPATED RESULTS:

INVENTORY OF PRODUCTS (DEM&AFTER MARKET) IN WHICH CDN SUPPLIERS ARE COMPETITIVE AND CLD DISPLACE OTHER EXPORTERS IDENTIFICATION OF FUTURE REQUIREMENTS OF FRG AUTO MANUFACTURERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MISSION - AUTO PARTS SELLERS TO FRG

- QUARTER: 2 BEGIN PLANNING FOR AUTO MISSIONS
- QUARTER: 3 AUTO IVESTMENT MISSION SCHEDULED FOR NOV 30 DEC 04.

QUARTER: 4 -----

## QUARTERLY RESULTS REPORTED:

POSTPONED TO LATE FALL '87 DUE TO WORKLOAD CAUSED BY IFAT AND TAAM MISSIONS.

MISSION LED BYMR. DUFF MITCHELL, DRIE DTTAWA SCHEDULED FOR NOV 30-DEC 04 '87.

MISSION POSTPONED BY DRIE AT LAST MINUTE DUE TO UNCERTAINTY OF EFFECT OF CAN/US FTA ON FOREIGN AUTO MANUFACTURERS. MISSION RESCHEDULED TO TAKE PLACE FEB 14-21/88.