

422 - VIENNA

AUSTRIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-AUSTRIAN INVEST; TECHNOLOGY TRANSFER; JOINT-
VENTURE MISSION TO CANADA.
-SIGNING OF BILATERAL MOU (NRC-FEDERAL ECONOMIC
CHAMBER) AIMED AT R&D AND TECHNOLOGY TRANSFER.
-INTENSIFIED INVESTMENT/J. V. /TECHNOLOGY TRANSFER
ACTIVITIES IN POST TERRITORY.

-26 AUSTRIAN FIRMS VISITED CDA FROM JUNE 8-20.
MISSION AN OUTSTANDING SUCCESS. MANY EXCELLENT
CONNECTIONS ESTABLISHED.
-MOU SIGNED ON JUNE 2 AND JUNE 10 RESPECTIVELY.
-ESTABLISHED CONTACT WITH 10 POTENTIAL INVESTORS;
TOTAL VALUE OF FUTURE INVESTMENTS, IF MATERIALI-
ZED, WOULD EXCEED \$120M.

QUARTER : 2

1. TECHNOLOGY TRANSFER WORKSHOPS CANADA -
OCTOBER 13 - 23, 1987.
2. FOLLOW-UP ON THE AUSTRIAN TECHNOLOGY-
TRANSFER JOINT/VENTURE MISSION TO CANADA.

1. ALL PREPARATORY WORK REQUIRED FROM THE
POST COMPLETED. POST REPRESENTATIVE TO
ATTEND WORKSHOP MEETINGS.
2. SEVERAL VERY IMPORTANT LEADS/CONTACTS
DISCOVERED. AT LEAST THREE OF THOSE WE
BELIEVE MAY RESULT IN MEANINGFUL TECHNOLOGY
TRANSFER, J/V OPPORTUNITIES.

QUARTER : 3

B. C. INVESTMENT MISSION TO AUSTRIA (FELDKIRCH,
INNSBRUCK, SALZBURG); (02) ONTARIO INVESTMENT/
ENTREPRENEURIAL IMMIGRANT MISSION (VIENNA, LINZ)
(03) ELECTROHOME TECHNOLOGY TRANSFER GROUP,
VIENNA

MISSION, PRIMARILY ORIENTED TOWARDS SKI RESORT
SECTOR INVESTORS, HAS BEEN SUCCESSFULLY COM-
PLETED. POST, TOGETHER WITH B. C. GOV'T, WILL BE
ENGAGED IN ACTIVE FOLLOW-UP. (12) MISSION WAS A
SUCCESS. SEVERAL VERY INTERESTING INVESTMENT/
ENTREPRENEURIAL PROSPECTS DISCOVERED. (13) VISIT
ARRANGED IN COOPERATION WITH NRC & FCC SUCCESS-
FULLY COMPLETED.

QUARTER : 4

NRC GROUP VISIT TO FCC AND OTHER AUSTRIAN
TECHNOLOGY TRANSFER RELATED AGENCIES MARCH 1988.
(2) "TREFFPUNKT KANADA" IN LINZ - CANADIAN
INVESTMENT & TECHNOLOGY TRANSFER SEMINAR, LINZ,
FEBRUARY 23, 1988.
(3) F. T. A. SEMINAR - VIENNA, FEBRUARY 25, 1988

VISIT ACCOMPLISHED THE THIRD TECHNOLOGY TRANSFER
IMPLEMENTATION STAGE WITH FCC; EXCELLENT LIAISON
CONNECTIONS WITH OTHER AUSTRIAN AGENCIES IN THIS
AREA. (2) SEMINAR ATTENDED BY 25 SENIOR REPRESENTATIVES OF MAJOR AUSTRIAN INDUSTRIES WAS A
GREAT SUCCESS. BUDGET PERMITTING WE INTEND TO
REPEAT THIS TYPE OF SEMINAR IN SALZBURG, INNS-
BRUCK AND GRAZ (3) THIS SEMINAR WAS POSTPONED
TO SOME LATER DATE DUE TO THE ILLNESS OF GUEST
SPEAKER.