

REPORT #5
88/02/02

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page 126

427 - MUNICH

GERMANY WEST

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-ESTABLISHMENT OF AN INFORMAL GERMAN-CDN BUSINESS
MAN'S CLUB. TO MEET AT LUNCHEON 4 TO 5 TIMES PER
YEAR TO HEAR SPEECHES BY PROMINENT CDN OR GERMAN
BUSINESS OR POLITICAL FIGURES.
-PRESENTATION TO REGENSBURG CHAMBER OF COMMERCE
ON INVESTING IN CANADA.

CLUB'S INAUGURAL ADDRESS GIVEN BY MR. D. REEKIE,
CHAIRMAN OF CAE. ONE ADDITIONAL MEETING HELD IN
QUARTER. CLUB GAINING ACCEPTANCE AND MEMBERSHIP
IS WIDENING.
-IN ATTENDANCE GEB. 3 SERIOUS ENQUIRIES TO DATE.

QUARTER : 2

1. WORKING WITH BAYERISCHE VEREINSBANK TO IDENTIFY
MEDICAL EQPT MANUFACTURERS WITH INTEREST IN
INVESTING IN OR ENTERING INTO JOINT VENT. IN CDA
2. ASSIST DORNIER SEASTAR IN ITS ANALYSIS OF CDN
SITES IN PREPARATION FOR A POSSIBLE MOVE TO CDA.
3. SUPPORT BONN INVESTMENT COUNSELLOR IN PRESEN-
TATION OF WESTERN CDA INVESTMENT SEMINARS IN
FRANKFURT AND MUNICH.

1. TWENTY CANDIDATE FIRMS HAVE BEEN IDENTIFIED &
5 HAVE ALREADY BEEN VISITED. ONE SHOWS PROMISE.
2. ONT., QUE. B.C. WERE SINGLED OUT BY DORNIER AS
POSSIBLE RELOCATION AREAS. B.C HAS BEEN THE MOST
AGRESSIVE IN PURSUING DORNIER. ARRANGED FOR BC
AGENT GENERAL TO VISIT DORNIER. ACCOMPANIED BC
MINISTER MCCARTHY TO DORNIER.
3. SEMINARS TOOK PLACE ON 22 SEPT IN FRANKFURT &
24 SEPT IN MUNICH. ATTENDANCE AT EACH WAS ABOUT
40.

QUARTER : 3

QUARTER : 4
