

There are 9 universities (2 technical universities), 23 polytechnics, 3 large scale research institutes, 11 Max Planck Institutes, 14 institutes and research centres run by the Fraunhofer Society, 9 institutes for joint industrial research and 100 Steinbeis Foundation transfer centres. In total there are more than 150 scientific institutes engaged in active research. There are also vocational academies, the students of which are also company employees, allowing them to combine theory with practice. Every year 90,000 graduates begin training for a specific profession in these academies.

Because of its central location, the State enjoys preferential treatment within the European transportation network, with excellent road, rail, air and water links.

Investors

Baden-Württemberg is actively seeking investors and firms interested in partnering in the State. Major investors from around the world have chosen to locate there or develop partnerships in the area. Foreign investment in Baden-Württemberg already amounts to \$14 billion with the largest share of the investment coming from the U.S., Switzerland and Great Britain. The following companies have located branches there:

- IBM
- John Deere
- Sony
- Minolta
- Asea Brown Boveri
- Hewlett Packard
- Proctor & Gamble
- Citizen
- Michelin
- Nokia

Performance

Baden-Württemberg had a very healthy growth rate in the 1980s. In 1988, the State exported goods to the value of \$70.4 billion which constituted 17.7% of all German exports, the largest share of any state in Germany. Most companies traditionally maintain excellent international trading relations. The main customers are located in the U.S., France, Italy, Switzerland, and Great Britain.

In 1988, the domestic product of the State was \$25,293 per inhabitant as compared to the West German average of \$24,058. The State's gross domestic product in 1988 grew by 3.6%.

Programs

Baden-Württemberg has a very proactive approach to finding and helping foreign firms to partner in the area. Interested Canadian firms will find the following programs useful.

Ministry of Economic Affairs and Technology (Baden-Württemberg)

This Ministry serves as the first contact for foreign companies interested in Baden-Württemberg. Canadian companies will find that it can answer questions regarding the setting up of industrial premises or cooperative agreements with other companies. It can put them in touch with potential partners and it provides advice on financial support. There is also assistance available for new companies and projects, especially technologically-oriented enterprises, ventures developed by small- and medium-sized companies, and proposals in the environmental area.

Address: Ministerium für Wirtschaft
Mittelstand und Technologie
Baden-Württemberg
Theodor-Heuss-Strasse 4
Postfach 10 34 51
7000 Stuttgart 10
Germany
Tel. (0711) 1 23 23 82 or 1 23 23 66
Fax: (0711) 1 23 21 26

The State Development Corporation of Baden-Württemberg (LEG)

The LEG provides support to foreign firms that intend to locate there or to enter into a cooperative relationship with a company from the region. The LEG's staff all speak English and its services are free of charge. They fall into five categories:

- locating appropriate local alliance partners
- site selection
- R&D partner location and support
- supplier search
- general product support

Address: LEG
State Development Corporation of Baden-
Württemberg Ltd.
Federal Republic of Germany
Department for Industrial Cooperation and
Development
P.O. Box 718
D-7000 Stuttgart 1
Germany
Tel. (0711) 2 17 73 30