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HEADLINE: Schaefer off to Europe to drum up business

BODY:

Gov. William Donald Schaefer yesterday began a two-week tour of Eastern Europe, Germany and the Netherlands aimed at luring European businesses to invest in Maryland and promoting the state as a vacation destination.

"You don't just walk into a foreign country and expect to get contracts. You have to build relationships," said Mr. Schaefer, before he left on his 12th overseas trade mission as governor.

Officials said the trip, which will include visits to Slovenia and Slovakia, will cost \$90,000.