

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the October - December 1993 period, seventy-nine posts submitted quarterly reports identifying the following business activities:

- 452 EXPORT SALES WORTH \$1500.48 MILLION
- 131 NEW BUYING CONNECTIONS / 160 AGENCY AGREEMENTS
- 47 NEW JOINT VENTURES WORTH \$243.02 MILLION / 7 LICENSING AGREEMENTS WORTH \$0.5 MILLION
- 16 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$231.7 MILLION
- 30 CANADIAN INVESTMENTS ABROAD WORTH \$946.21 MILLION
- 53 TECHNOLOGY TRANSFERS WORTH \$202.2 MILLION

**HIGHLIGHTS:**

- \$191 Million sale of generators and installation (Caracas)
- \$180 Million Investment in Canada for Co-generating plant (Brussels)
- \$31.5 Million sale of Bolts for Lynx Helicopters (London)
- \$26 Million sale of Flight Training Simulators (Tokyo)
- \$7 Million sale of Lentils and Peas (Algiers)
- \$6 Million sale of Stolt sterling brand Salmon (Detroit)
- \$5 Million new agency agreement for Narcotics Detection Device (Tel Aviv)
- \$4.2 Million sale of Consulting Engineering (Bridgetown)
- \$2.8 Million sale of African Black Ostriches (Canberra)
- \$2.3 Million sale of Tents (Seattle)

**KEY STATISTICS: for the seventy-nine posts having submitted a quarterly report**

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	17	35		172	
Asia & Pacific	18	13	89		550	
Europe & Multilateral	28	25	63		169	
Latin America & Caribbean	14	13	56		371	
United States	11	11	209		239	
	88	79	452		1501	

  

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	4599	6962	23	69	826 / 106	1605 / 154
Asia & Pacific	9419	10890	114	229	2419 / 516	10478 / 429
Europe & Multilateral	6930	7746	322	555	1634 / 542	1703 / 286
Latin America & Caribbean	9148	7510	217	107	2268 / 243	2415 / 370
United States	8055	6094	320	352	2069 / 319	2282 / 252
	38151	39202	996	1312	9216/1726	18483/1491