

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the October - December 1989 period, 76 posts submitted quarterly reports identifying the following business activities:

549 EXPORT SALES WORTH \$793 MILLION

422 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

44 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$40 MILLION

23 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$109.1 MILLION

20 CANADIAN INVESTMENTS ABROAD WORTH \$12.4 MILLION

35 TECHNOLOGY TRANSFERS WORTH \$4.93 MILLION

HIGHLIGHTS:

\$105 million sale of wheat (Manila)

\$100 million sale of hotel re-construction services (Moscow)

\$76 million worth of investments into Canada - automobile, tourist, adhesive, and industrial hose industries (Tokyo)

\$60.6 million worth of telephone equipment sales (Kingston, Bridgetown)

\$50 million sale of toilet chemicals (Atlanta)

\$45 million sale water pumping equipment (Caracas)

\$30 million sale of aircraft (London)

\$28 million sale of an ethylene oxide plant (Beijing)

\$27 million sale of drilling equipment (Oslo)

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

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	14	57		81	
Asia Pacific	19	13	125		205	
Europe	27	24	75		235	
Latin America & Caribbean	14	14	84		146	
United States	<u>13</u>	<u>11</u>	<u>208</u>		<u>126</u>	
	90	76	549		793	

	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa Middle East	3708	3746	77	383	797	1532
Asia Pacific	6676	9766	161	572	2840	5039
Europe	6675	7061	433	922	3019	2093
Latin America & Caribbean	4901	3896	63	87	657	1092
United States	<u>7414</u>	<u>6652</u>	<u>1051</u>	<u>973</u>	<u>2119</u>	<u>3035</u>
	29374	31121	1785	2937	9432	12791