

1. BUSINESS ACTIVITY

During the July-September 1986 period twenty-six posts reported the following business activity:

1. 78 EXPORT SALES WORTH \$55 MILLION
2. 113 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 4 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 3 VALUED AT \$1.5 MILLION
5. 2 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$3.5 million sale of pipeline equipment (Belgrade)
- o \$2.4 million sale of semen and cattle (Madrid)
- o \$0.9 million on site sales at ISPO (Munich)
- o \$7 million sale of satellite ground station (Stockholm)
- o \$2.6 million sale of sonobuoys (Bonn)
- o \$0.8 million on site sales at Automechanika (Bonn)
- o \$1.2 million sale of offshore test equipment (Oslo)
- o \$1 million sale of bovine semen (Moscow)
- o \$0.4 million industrial development investment (Vienna)

KEY STATISTICS: for the twenty-six posts reporting workload information

	<u>Missions Reporting To</u>	
	RWT	RBT
No. Trade Enquiries	7637 (11,274)	3849 (2733)
No. Investment Enquiries	986 (1554)	1 (3)
No. Business Visitors	1988 (3268)	557 (156)

(Previous quarters figures in brackets-adjusted for Bureau reorganization)