

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1992 period, 77 posts submitted quarterly reports identifying the following business activities:

- 291 EXPORT SALES WORTH \$1498 MILLION
- 178 NEW BUYING CONNECTIONS/191 AGENCY AGREEMENTS
- 24 NEW JOINT VENTURES WORTH \$127 M/17 LICENSING AGREEMENTS WORTH \$1 M
- 30 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$93 M
- 24 CANADIAN INVESTMENTS ABROAD WORTH \$36.5 M
- 64 TECHNOLOGY TRANSFERS WORTH \$99.3 M

HIGHLIGHTS:

- \$ 114 million sale of drilling methods (Qatar)
- \$ 70 million sale of repair methods and repair (Singapore)
- \$ 30.6 million sale of NGL fractionation plant (Malaysia)
- \$ 22 million sale of machine of parts **SECTION I**
- \$ 20.3 million sale of locomotives (Belgium)
- \$ 20.7 million sale of buses (Germany)
- \$ 17 million machine for two industrial plants and services (Prague)
- \$ 17 million sale of road signs/signals (Switzerland)
- \$ 15 million sale of shoes/shoemaker (New York)
- \$ 13 million sale of tires (New York)

SUMMARY OF PROGRAM

RESULTS

KEY STATISTICS: for the administrative posts having submitted a quarterly report

REGION	MISSIONS		MARKET CONTRACTS		VALUE CONTRACTS	
	TOTAL	REPORTING	REPORTING	EXCLUDED	REPORTING	EXCLUDED
Office & Middle East	10	8	15	15	175	175
Pacific & Pacific	20	17	132	132	401	401
Europe & Multilateral	27	25	21	21	251	251
Latin America & Caribbean	16	13	10	10	78	78
Western Europe	13	11	10	10	14	14
	86	74	178	178	1,023	1,023
MISSIONS	TRADE ENGINES		MARKETS		BUSINESS	
	INTL	LOCAL	INTL	LOCAL	CONTRACTS	VALUE
Office & Middle East	10	201	15	15	175	175
Pacific & Pacific	20	1225	132	132	401	401
Europe & Multilateral	27	724	21	21	251	251
Latin America & Caribbean	16	743	10	10	78	78
Western Europe	13	121	10	10	14	14
	86	2,814	178	178	1,023	1,023