

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

During the April-June 1987 period twenty-seven posts reported the following business activity:

1. 144 EXPORT SALES WORTH \$214 MILLION
2. 141 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 26 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$91.5 MILLION
4. 14 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$104 MILLION
5. 4 CANADIAN INVESTMENTS IN TERRITORY WORTH \$10.5 MILLION
6. 24 TECHNOLOGY TRANSFERS WORTH \$82 MILLION

HIGHLIGHTS:

- o \$30 million sale of rural telephone equipment (Belgrade)
- o \$4 million sale of salt water fish (Warsaw)
- o 20 sales of equipment for nuclear power station valued at \$36 million (Bucharest)
- o \$36 million joint venture and transfer of Canadian technology (London)
- o \$15 million sale of electronic control units (The Hague)
- o \$85 million investment in Canadian biotechnology industry (Paris)
- o \$10 million sale of aircraft (Dublin)
- o \$5.7 million sale of packaging machinery (Dusseldorf)

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

		<u>Missions Reporting To</u>	
		<u>RWT</u>	<u>RBT</u>
No. Trade Enquiries	Cdn	6940	2557
	Local	6745	874
No. Investment Enquiries	Cdn	325	0
	Local	605	5
No. Business Visitors	Cdn	1918	323
	Local	2058	164