

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July-September 1987 period, eighty-eight posts submitted quarterly reports identifying the following business activity:

1. 380 EXPORT SALES WORTH \$976 MILLION
2. 364 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 31 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$131.8 MILLION
4. 63 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$161 MILLION
5. 5 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$12 MILLION
6. 22 TECHNOLOGY TRANSFERS WORTH \$71 MILLION

HIGHLIGHTS:

- o \$250 million sale of reconnaissance drones (Bonn)
- o \$120 million sale of sulphur (Rabat)
- o \$100 million investment in production in Canada of aluminum engine blocks (Paris)
- o \$48 million sale of aircraft (Peking)
- o Joint venture in utility nickel worth \$40 million (Seoul)
- o \$36 million sale of rails (Cairo)
- o \$8 million sale of buses (San Francisco)
- o \$30 million sale and joint venture of wireless telephone system (Belgrade)

KEY STATISTICS: for the eighty-eight posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed		Value Confirmed	
	Total	Reporting	Export Sales		Export Sales(\$M)	
Africa & Middle East	18	16	32		249	
Asia & Pacific	19	18	97		278	
Europe	28	27	63		316	
Latin America & Caribbean	14	14	80		94	
United States	13	13	108		39	
	92	88	380		976	
			Investment		Business	
	Trade Enquiries		Enquiries		Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	3454	3869	58	157	579	1791
Asia & Pacific	6949	9594	277	437	1618	3149
Europe	6664	5775	292	436	1507	1748
Latin America & Caribbean	4540	3430	55	95	560	1007
United States	6200	5595	278	905	1798	3588
	27807	28263	960	2030	6062	11283