

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1991 period, 80 posts submitted quarterly reports identifying the following business activities:

656 EXPORT SALES WORTH \$1928 MILLION

170 NEW BUYING CONNECTIONS/223 AGENCY AGREEMENTS

33 NEW JOINT VENTURES WORTH \$20.1 M/5 LICENSING AGREEMENTS WORTH \$2 M

22 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$1427 M

35 CANADIAN INVESTMENTS ABROAD WORTH \$183.3 M

37 TECHNOLOGY TRANSFERS WORTH \$4.7 M

HIGHLIGHTS:

\$ 304 million sale of maintenance & training package for aircraft (Kuwait)

\$ 55 million sale of telecommunications equipment and services (Rabat)

\$ 10 million sale of flight simulator (Tokyo)

\$ 3 million sale of snow crab (Tokyo)

\$ 3 million sale of mobile telephone switches (Shanghai)

\$ 120 million sale of six regional jet aircraft (Bonn)

\$ 15 million sale of plastics machinery (Mexico)

\$ 60 million sale of bottled spring water (Boston)

\$ 4.5 million new joint venture for the production of airframe assembly robots (Chicago)

\$ 2 million sale of mushrooms (Seattle)

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

* The split of business visitors between "public" and "private" was introduced for the first time this quarter. Not all missions were able to provide the necessary split. Therefore, for this quarter, "public" business visitors are overstated at the expense of "private" business visitors.

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	14	34		621	
Asia Pacific	19	14	95		241	
Europe	27	25	91		657	
Latin America & Caribbean	14	14	62		173	
United States	13	13	374		236	
	90	80	656		1928	

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		* BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa Middle East	3313	2811	32	102	448/434	681/587
Asia Pacific	7072	7228	413	428	829/802	2336/2515
Europe	7645	7519	538	683	2112/723	1931/866
Latin America & Caribbean	9979	11143	75	61	513/895	877/2755
United States	8228	7063	338	471	1781/777	1692/622
	36237	35764	1396	1745	5683/3631	7517/7345