

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the July-September 1986 period, eighty-seven posts submitted quarterly reports identifying the following business activity:

1. 354 EXPORT SALES WORTH \$408 MILLION
2. 342 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 27 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; VALUED AT \$5.0 MILLION
4. 7 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 4 VALUED AT \$5.5 MILLION
5. 5 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 1 VALUED AT \$5.4 MILLION
6. 4 TECHNOLOGY TRANSFERS; 1 VALUED AT \$1.6 MILLION

HIGHLIGHTS:

- o \$31 million sale of power station boiler (Cairo)
- o \$60 million sale of sulphuric acid plant (Mexico)
- o \$21 million sale of pulp mill equipment (Santiago)
- o \$5.0 million joint venture (Seoul)
- o \$4.6 million sale of computer assisted mapping system (Wellington)
- o Industrial Development worth \$4 million (Buffalo)
- o \$7 million sale of satellite ground station (Stockholm)

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

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	19	17	17	45
Asia & Pacific	19	17	122	89
Europe	27	26	78	55
Latin America & Caribbean	15	15	61	165
United States	14	12	78	76
	<u>94</u>	<u>87</u>	<u>354</u>	<u>430</u>

	Trade Enquiries		Investment Enquiries		Business Visitors	
Africa & Middle East	8554	(11673)	120	(288)	1738	(2155)
Asia & Pacific	11961	(15883)	541	(389)	3813	(5814)
Europe	11486	(14007)	987	(1557)	2545	(3424)
Latin America & Caribbean	6387		94		1923	(2104)
United States	11600	(17199)	997	(1071)	2478	(3844)
	<u>49988</u>	<u>(60559)</u>	<u>2739</u>	<u>(3421)</u>	<u>12497</u>	<u>(17341)</u>

(Previous quarter figures in brackets)