

**PROGRAM RESULTS: AFRICA MIDDLE-EAST**

**BUSINESS ACTIVITY**

During the April - June 1991 period fourteen posts reported the following business activity:

- 34 EXPORT SALES WORTH \$621 MILLION
- 16 NEW BUYING CONNECTIONS/51 AGENCY AGREEMENTS
- 3 NEW JOINT VENTURES WORTH \$4 M/2 LICENSING AGREEMENTS
- 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
- 2 CANADIAN INVESTMENTS IN TERRITORY WORTH \$20 M
- 1 TECHNOLOGY TRANSFER

**HIGHLIGHTS:**

- \$304 million sale of maintenance & training package for aircraft (Kuwait)
- \$ 8 million sale of lumber (Riyadh)
- \$ 4 million sale of helicopters (Algiers)
- \$ 20 million sale of powdered milk and butter (Algiers)
- \$ 55 million sale of telecommunications equipment and services (Rabat)
- \$ 14 million sale of flight simulation equipment (Rabat)

**KEY STATISTICS: for the fourteen posts reporting workload information**

\* 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.

<u>Missions Reporting To</u>		
		GBT
No. Trade Enquiries	Cdn	3313
	Local	2811
No. Investment Enquiries	Cdn	32
	Local	102
*No. Business Visitors	Cdn Pr/Pub	448/434
	Local Pr/Pub	681/587