

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the July-September 1988 period thirteen posts reported the following business activity:

1. 33 EXPORT SALES WORTH \$100 MILLION
2. 40 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$21.5 MILLION
3. 7 NEW JOINT VENTURE/LICENCING AGREEMENT WORTH \$11 MILLION
4. 2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 0 CANADIAN INVESTMENT IN TERRITORY
6. 7 TECHNOLOGY TRANSFERS WORTH \$20 MILLION

HIGHLIGHTS:

- o \$36 million sale of locomotives (Algiers)
- o \$6.4 million sale of aircraft engines (Nairobi)
- o \$3.4 million construction contract (Yaounde)
- o \$18 million engineering design contract (Kuwait)
- o \$11 million sale of automotive products (Baghdad)
- o \$1.5 million sale of software (Tel Aviv)

KEY STATISTICS: for the thirteen posts reporting workload information

		Missions Reporting To	
		GAT	GMT
No. Trade Enquiries	Cdn	1833	1005
	Local	1066	1196
No. Investment Enquiries	Cdn	7	63
	Local	12	149
No. Business Visitors	Cdn	360	210
	Local	356	492