

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the January-March 1988 period sixteen posts reported the following business activity:

1. 48 EXPORT SALES WORTH \$228 MILLION
2. 75 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 5 TECHNOLOGY TRANSFERS WORTH \$2.6 MILLION

HIGHLIGHTS:

- o \$160 million sale of sulphur (Rabat)
- o \$15 million sale of aircraft (Kinshasa)
- o \$7 million sale of textile additives (Baghdad)
- o \$3 million sale of helicopter (Algiers)
- o New buying connection for auto parts worth \$2 million (Riyadh)
- o \$3 million sale of consulting services (Tunis)
- o \$1 million sale of pipeline liners (Kuwait)
- o \$1 million sale of extruded aluminum billets (Amman)

KEY STATISTICS: for the sixteen posts reporting workload information

		<u>Missions Reporting To</u>	
		<u>GAT</u>	<u>GMT</u>
No. Trade Enquiries	Cdn	3433	1136
	Local	2115	1303
No. Investment Enquiries	Cdn	10	99
	Local	27	204
No. Business Visitors	Cdn	637	381
	Local	979	723