

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the October - December 1991 period, 82 posts submitted quarterly reports identifying the following business activities:

610 EXPORT SALES WORTH \$1090 MILLION

166 NEW BUYING CONNECTIONS/283 AGENCY AGREEMENTS

64 NEW JOINT VENTURES WORTH \$178.9 M/19 LICENSING AGREEMENTS WORTH \$408.9 M

19 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$229 M

19 CANADIAN INVESTMENTS ABROAD WORTH \$258 M

59 TECHNOLOGY TRANSFERS WORTH \$8.8 M

HIGHLIGHTS:

\$ 270 million sale of intelligent network equipment (Melbourne)

\$ 120 million new agency agreement for engine overhaul and maintenance (Riyadh)

\$ 70 million sale of pulp processing machinery (Moscow)

\$ 35 million sale of spring mineral water (Boston)

\$ 31 million sale of upgrading of boilers (Mexico)

\$ 25 million sale of secured packet switching (Brussels)

\$ 20 million sale of railroad steel (Mexico)

\$ 20 million sale of flight simulator (Brussels)

\$ 10 million sale of ammonia (Tokyo)

\$ 2.5 million sale of communications software (Riyadh)

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

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	16	10	35		59	
Asia Pacific	19	18	116		451	
Europe & Multilateral	27	27	93		197	
Latin America & Caribbean	14	14	60		172	
United States	13	13	306		211	
	89	82	610		1090	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa Middle East	2506	3008	28	94	635/121	814/181
Asia Pacific	7922	16298	267	458	2427/800	12008/659
Europe & Multilateral	6849	6842	346	661	2092/910	2067/797
Latin America & Caribbean	6938	8627	99	78	1476/196	3383/474
United States	8843	6914	296	556	2357/500	2051/389
	33058	41689	1036	1847	8987/2527	20323/2500