

PROGRAM RESULTS - ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1991 period, 79 posts submitted quarterly reports identifying the following business activities:

- 460 EXPORT SALES WORTH \$169 MILLION
- 180 NEW BUYING CONNECTIONS/139 AGENCY AGREEMENTS
- 12 NEW JOINT VENTURES WORTH \$15.4 M/21 LICENSING AGREEMENTS WORTH \$1 M
- 13 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$52.1 M
- 24 CANADIAN INVESTMENTS ABROAD WORTH \$1.1 M
- 63 TECHNOLOGY TRANSFERS WORTH \$11.3 M

HIGHLIGHTS

- \$ 60 million sale of training package **SECTION I**
- \$ 85 million sale of mining equipment **SUMMARY OF PROGRAM**
- \$ 20 million sale of digital switches (London)
- \$ 8 million sale of machinery (Moscow) **RESULTS**
- \$ 69 million sale of emergency draw-up services (Los Angeles)
- \$ 25 million sale of capacitors (Tokyo)
- \$ 12 million sale of VME bus card sets (Sydney and Canberra)
- \$ 34 million sale of telephone switching equipment (Mexico)
- \$12.7 million sale and installation of locomotives (Bridgetown)

KEY STATISTICS for the seventy nine posts having submitted a quarterly report

REGION	REGIONS TOTAL REPORTING		NUMBER COMPANIES EXPORT SALES		VALUE COMPANIES EXPORT SALES (\$M)	
	Qtr	Local	Qtr	Local	Qtr	Local
Africa & Middle East	16	10	30		160	
Asia Pacific	19	17	197		191	
Europe	27	28	72		107	
Latin America & Caribbean	14	12	57		127	
United States	10	10	230		621	
	86	77	586		1106	
REGION	PAGE EMPLOYEES		EMPLOYMENT CHANGE %		BUSINESS VISITORS	
	Qtr	Local	Qtr	Local	Qtr	Local
Africa Middle East	2247	2017	24	45	244/232	521/421
Asia Pacific	7425	8075	235	404	1232/742	4226/4881
Europe	5712	5772	264	334	1202/934	1541/1405
Latin America & Caribbean	4489	4642	81	71	110/137	2096/2017
United States	7700	6211	212	178	2672/726	1822/1502
	28073	28677	714	1004	5328/5027	10127/9204