

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the October-December 1986 period eighteen posts reported the following business activity:

1. 56 EXPORT SALES WORTH \$53 MILLION
2. 42 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 WORTH \$12 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 3 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o 4 Sales of lumber worth \$5.8 million (Cairo)
- o \$1 million geophysical survey contract (Amman)
- o \$5 million sewerage system (Abu Dhabi)
- o \$2.7 million sales of auto components and accessories (Kuwait)
- o \$2.2 million sales of auto components and accessories (Riyadh)
- o \$600 thousand sale of bottled water (Lagos)
- o \$500 thousand training services contract (Tunis)
- o \$500 thousand sale of railway spikes (Yaounde)

KEY STATISTICS: for the eighteen posts reporting workload information

		<u>Missions Reporting To</u>	
		GAT	GMT
No. Trade Enquiries	Cdn	3567	1831
	Local	3211	1706
No. Investment Enquiries	Cdn	20	50
	Local	11	166
No. Business Visitors	Cdn	511	486
	Local	1339	699