

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July-September 1988 period, eighty-two posts submitted quarterly reports identifying the following business activity:

1. 456 EXPORT SALES WORTH \$565 MILLION
2. 391 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$120 MILLION
3. 71 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$165.8 MILLION
4. 26 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$114.6 MILLION
5. 19 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$42.8 MILLION
6. 31 TECHNOLOGY TRANSFERS WORTH \$87 MILLION

HIGHLIGHTS:

- o \$18 million sale of computer system (Jakarta)
- o \$36 million sale of locomotives (Algiers)
- o \$18 million engineering design contract (Kuwait)
- o \$100 million sale of aircraft (Dublin)
- o \$119 million sale of landing gear (Seattle)
- o \$90 million investment in Canada to produce tape cartridge (San Francisco)

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

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	18	13	33	100
Asia & Pacific	19	16	114	143
Europe	28	27	60	142
Latin America & Caribbean	14	14	49	30
United States	<u>13</u>	<u>12</u>	<u>200</u>	<u>190</u>
	92	82	456	605

	Trade Enquiries		Investment Enquiries		Business Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
	Africa & Middle East	2838	2262	70	161	570
Asia & Pacific	7225	9755	176	413	1778	3392
Europe	7513	5781	219	521	1745	1698
Latin America & Caribbean	4314	3325	53	73	547	1062
United States	<u>8503</u>	<u>8410</u>	<u>399</u>	<u>950</u>	<u>2425</u>	<u>2984</u>
	30393	29533	917	2118	7065	9984