

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the July - September 1994 period, eighty-one posts submitted quarterly reports identifying the following business activities:

- 292 EXPORT SALES WORTH \$3563.06 MILLION
- 117 NEW BUYING CONNECTIONS / 132 AGENCY AGREEMENTS
- 57 NEW JOINT VENTURES WORTH \$768.61 MILLION / 12 LICENSING AGREEMENTS WORTH \$12 MILLION
- 32 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$55.9 MILLION
- 35 CANADIAN INVESTMENTS ABROAD WORTH \$1117.75 MILLION
- 32 TECHNOLOGY TRANSFERS WORTH \$6.75 MILLION

**HIGHLIGHTS:**

- \$70 Sale of aircraft (Canberra)
- \$30 Sale of plastics injection machinery (Sao Paulo)
- \$20.5 Sale of care/maintenance radar (Seattle)
- \$16 Sale of high pressure valves (Tel Aviv)
- \$14 Investment in pulp and paper plant (Lisbon)
- \$10 Territory investment in Canada to manufacture CD-ROM (Tokyo)
- \$7 New joint venture to repair 396 KM pipeline (Mexico)
- \$1.5 Sale of pork (Pretoria)
- \$1.1 Sale of OEM hydraulic cylinders (Minneapolis)
- \$1 Sale of police badges (Stockholm)

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

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	20	16	44		1077	
Asia & Pacific	20	18	87		1547	
Europe	27	23	62		262	
Latin America & Caribbean	16	14	37		516	
United States	<u>11</u>	<u>10</u>	<u>62</u>		<u>162</u>	
	94	81	292		3563	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	4814	4811	55	51	780 / 60	1348 / 154
Asia & Pacific	10664	13359	144	255	2057 / 552	5019 / 1082
Europe	5865	6230	123	283	950 / 264	1076 / 283
Latin America & Caribbean	9744	8553	192	53	2144 / 159	2048 / 300
United States	<u>7607</u>	<u>5489</u>	<u>254</u>	<u>246</u>	<u>1358 / 321</u>	<u>1014 / 219</u>
	38694	38442	768	888	7289/1356	10505/2038