

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

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

- 620 EXPORT SALES WORTH \$1.5B
- 100 NEW BUYING CONNECTIONS / 239 AGENCY AGREEMENTS
- 49 NEW JOINT VENTURES @ \$136.79M / 16 LICENSING AGREEMENTS @ \$51.51M
- 13 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$177.07M
- 23 CANADIAN INVESTMENTS ABROAD @ \$29.88M
- 44 TECHNOLOGY TRANSFERS @ \$78.91M

HIGHLIGHTS:

- \$ 163 million sale of a telecommunications tower (Bangkok)
- \$ 60 million sale of transit locomotives (Los Angeles)
- \$ 58 million sale of commuter rail cars (Los Angeles)
- \$ 50 million sale fuel saving devices (Munich)
- \$ 46 million sale of telecommunications equipment (Port of Spain)
- \$ 30 million sale of feed barley (Bucharest)
- \$ 30 million sale of a helicopter haul-down system (Canberra)
- \$ 25 million sale of flight simulators (Tokyo)
- \$ 23 million sale of lubrication oil (Washington)
- \$ 21 million sale of H.R. coils (New Delhi)

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

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	12	44		84	
Asia & Pacific	19	17	136		554	
Europe & Multilateral	27	25	127		516	
Latin America & Caribbean	14	14	78		96	
United States	13	11	235		283	
	90	79	620		1533	
	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	2376	2495	22	709	406	1073
Asia & Pacific	9303	10078	366	496	2765	4907
Europe & Multilateral	7588	7350	401	720	1552	2273
Latin America & Caribbean	6912	8299	81	81	1063	2702
United States	8828	5892	145	635	2207	3046
	35007	34114	1015	2641	7993	14001