

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1989 period, 74 posts submitted quarterly reports identifying the following business activities:

350 EXPORT SALES WORTH \$1,072 MILLION

389 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

28 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$76.5 MILLION

7 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$295.8 MILLION

15 CANADIAN INVESTMENTS ABROAD WORTH \$2.5 MILLION

22 TECHNOLOGY TRANSFERS WORTH \$43.9 MILLION

HIGHLIGHTS:

\$205 million worth of aircraft sales (Madrid)

\$280 million worth of Japanese investment into Canadian aluminum smelting and iron ore mining (Tokyo)

\$112 million sale of peripheral security equipment (Sydney)

\$93.4 million worth of aircraft sales (Kingston, Caracas)

\$30 million sale pulp mill (Baghdad)

\$25 million sale of Canadian whisky (Tokyo)

\$24 million transfer of Canadian wood processing technology (Copenhagen)

\$24 million sale of cellular radio equipment (Mexico)

\$23 million sale of women's apparel (New York)

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

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	15	28		215	
Asia Pacific	19	12	75		197	
Europe	27	21	56		255	
Latin America & Caribbean	14	14	59		150	
United States	<u>13</u>	<u>12</u>	<u>132</u>		<u>255</u>	
	90	74	350		1072	

	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa Middle East	3035	3023	54	186	383	1274
Asia Pacific	5475	8652	121	174	1246	2224
Europe	4422	4884	196	410	1201	1487
Latin America & Caribbean	3980	4400	35	74	518	1133
United States	<u>6792</u>	<u>6677</u>	<u>337</u>	<u>852</u>	<u>1129</u>	<u>1313</u>
	23704	27636	743	1696	4477	7431