

**PROGRAM RESULTS, ALL REGIONS**

**BUSINESS ACIVITY**

During the January - March 1992 period, 73 new advanced quarterly reports containing the following business activities:

- 479 EXPORT SALES WORTH \$1.15 MILLION
- 148 NEW BUYING CONTRACTS/SA AGENCY AGREEMENTS
- 20 NEW JOINT VENTURES WORTH \$4.5 MILY LICENSING AGREEMENTS
- 24 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$18.1M
- 23 CANADIAN INVESTMENTS ABROAD WORTH \$11.5M
- 47 TECHNOLOGY TRANSFERS WORTH \$12.3M

**HIGHLIGHTS**

**SECTION I**

\$177.5 million sale of coal (Tokyo)

\$ 17.5 million foreign investment (Singapore)

\$ 120 million sale of tractors (Bangkok)

\$ 57.4 million Canadian investment (Africa)

\$ 11.7 million sale of light motor vehicle (LAV) (Detroit)

\$ 50 million sale of wheat (Moscow)

\$ 46 million sale of construction lumber (Chicago)

\$ 25 million new joint venture to establish & operate Glass, Consolidated Diamond Mines Ltd. (Africa)

\$ 15 million sale of Canadian Challenger (Prague)

\$ 15 million sale of blades of railway (Hawaii)

**SUMMARY OF PROGRAM**

**RESULTS**

**KEY STATISTICS** for the seventy eight posts having submitted a quarterly report

REGION	TOTAL REPORTS		BUSINESS TRANSACTIONS REPORT VALUE		% OF CANADIAN EXPORT SALES 1991	
	Can	Local	Can	Local	Can	Local
Africa & Middle East	36	18	15	12	95	175
Asia & Pacific	20	10	10	8	175	100
Europe & Mediterranean	15	8	10	5	150	100
Latin America & Caribbean	10	5	5	3	100	100
United States	10	11	10	10	100	100
<b>TOTAL</b>	<b>91</b>	<b>52</b>	<b>50</b>	<b>38</b>	<b>100</b>	<b>100</b>
REGION	TRADE AGREEMENTS		INDUSTRIAL PROGRAMS		BUSINESS VISITORS	
	Can	Local	Can	Local	Can	Local
Africa & Middle East	10	5	10	10	100	100
Asia & Pacific	10	5	10	10	100	100
Europe & Mediterranean	10	5	10	10	100	100
Latin America & Caribbean	10	5	10	10	100	100
United States	10	5	10	10	100	100
<b>TOTAL</b>	<b>50</b>	<b>25</b>	<b>50</b>	<b>50</b>	<b>100</b>	<b>100</b>