

PROGRAM RESULTS: EUROPE & MULTILATERAL

BUSINESS ACTIVITY

During the January - March 1991 period twenty-five posts reported the following business activity:

- 127 EXPORT SALES WORTH \$516.56M
- 24 NEW BUYING CONNECTIONS / 53 AGENCY AGREEMENTS
- 10 NEW JOINT VENTURES @ \$9.02M / 3 LICENSING AGREEMENT @ \$zeroM
- 3 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$0.17M
- 5 CANADIAN INVESTMENTS IN TERRITORY @ \$zeroM
- 11 TECHNOLOGY TRANSFERS @ \$18.50M

HIGHLIGHTS:

- \$50 million sale of fuel saving devices (Munich)
- \$ 30 million sale feed barley (Bucharest)
- \$ 6 million sale of ambulances (Brussels)
- \$ 5 million sale of telephone exchange equipment (Helsinki)
- \$ 3 million sale of fur garments (Madrid)
- \$ 3 million sale of seed potatoes (Rome)

KEY STATISTICS: for the twenty-five posts reporting workload information

	<u>Missions Reporting To</u>		RBT	RWT
	Cdn	Local		
No. Trade Enquiries	Cdn	Local	1299	6289
			997	6353
No. Investment Enquiries	Cdn	Local	48	353
			76	644
No. Business Visitors	Cdn	Local	522	1030
			857	1416