

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1990 period, 75 posts submitted quarterly reports identifying the following business activities:

- 647 EXPORT SALES WORTH \$1.5 BILLION
- 88 NEW BUYING CONNECTIONS/199 AGENCY AGREEMENTS
- 59 NEW JOINT VENTURES @ \$278 M/31 LICENSING AGREEMENTS @ \$99 M
- 28 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$138 M
- 25 CANADIAN INVESTMENTS ABROAD @ \$111 M
- 26 TECHNOLOGY TRANSFERS @ \$92.6 M

HIGHLIGHTS:

- \$ 200 million joint venture steel plate (Tokyo)
- \$ 126 million sale of microwave equipment (Beijing)
- \$ 75 million investment in Canada tools & hardware (Seoul)
- \$ 65 million sale of fish (Tokyo)
- \$ 45 million sale boiler retrofit (Mexico)
- \$ 36 million sale of satellite earth stations (Beijing)
- \$ 20 million sale of fish (Atlanta)
- \$ 15 million sale of feed barley (Bucharest)
- \$ 15 million sale of furniture (Buffalo)
- \$ 12 million contract for aircraft leasing (Bridgetown)

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

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	11	44		336	
Asia Pacific	19	13	133		556	
Europe	27	23	79		1300	
Latin America & Caribbean	14	14	30		94	
United States	13	13	361		440	
	90	75	647		2726	

	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa Middle East	2679	2701	31	92	480	1227
Asia Pacific	6166	6515	219	273	1071	2525
Europe	6521	6775	468	733	2096	2231
Latin America & Caribbean	6082	6983	78	98	744	1205
United States	7278	5679	176	360	2116	2440
	28726	28753	972	1556	6507	9628