

BUSINESS ACTIVITY

During the October - December 1991 period, 82 posts submitted quarterly reports identifying the following business activities:

216 EXPORT SALES WORTH \$1090 MILLION

166 NEW BUYING CONNECTIONS/283 AGENCY AGREEMENTS

64 NEW JOINT VENTURES WORTH \$178.9 M/19 LICENSING AGREEMENTS WORTH \$408.9 M

19 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$129 M

19 CANADIAN INVESTMENTS ABROAD WORTH \$28 M

59 TECHNOLOGY TRANSFERS WORTH \$3.5 M

HIGHLIGHTS:

\$ 270 million sale of intelligent network **SECTION I** (Singapore)

\$ 120 million new agency agreement for engine overhaul and maintenance (Riyadh)

SUMMARY OF PROGRAM

\$.70 million sale of pulp processing machinery (Moscow)

\$ 55 million sale of spring mineral water **RESULTS**

\$ 31 million sale of upgrading of boilers (Mexico)

\$ 25 million sale of recycled nickel sludge (Brussels)

\$ 20 million sale of railroad steel (Mexico)

\$ 20 million sale of flight simulator (Brussels)

\$ 10 million sale of ammonia (Tokyo)

\$ 2.5 million sale of communications software (Riyadh)

KEY STATISTICS for the eighty two posts having submitted a quarterly report

REGION	MISSED REPORTS		NUMBER CONFIRMED EXPORT SALES		VALUE CONFIRMED EXPORT SALES (M)	
	Total	Reporting	Conf.	Unconf.	Conf.	Unconf.
Africa & Middle East	16	10	35	48	48	105
Asia Pacific	19	18	116	136	651	747
Europe & Multilateral	27	27	93	107	397	457
Latin America & Caribbean	14	14	69	78	315	363
United States	13	13	235	271	1120	1290
	89	82	648	740	2397	2802

REGION	TRADE SPREADSHEET		COMMITMENT SPREADSHEET		BUSINESS VISITORS	
	Conf.	Unconf.	Conf.	Unconf.	Conf.	Unconf.
Africa Middle East	2006	2009	18	44	639/121	914/151
Asia Pacific	7072	7628	267	458	2427/808	12308/4039
Europe & Multilateral	5849	5842	264	261	2292/910	2067/797
Latin America & Caribbean	1702	1627	30	31	1476/746	2363/1174
United States	2553	2514	235	256	2307/200	2051/289
	13082	13520	574	790	6987/2567	28923/2590