

PROGRAM RESULTS: EUROPE

BUSINESS ACTIVITY

During the October-December 1987 period twenty-eight posts reported the following business activity:

1. 92 EXPORT SALES WORTH \$84 MILLION
2. 199 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 19 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$3.8 MILLION
4. 19 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$3.2 MILLION
5. 9 CANADIAN INVESTMENTS IN TERRITORY WORTH \$1.2 MILLION
6. 14 TECHNOLOGY TRANSFERS WORTH \$5.2 MILLION

HIGHLIGHTS:

- o \$8 million sale of helicopter simulator (Bonn)
- o \$7 million sale of .50 cal ammunition (Copenhagen)
- o \$6 million sale of Dash-8 Aircraft (Vienna)
- o \$4 million sale and transfer of technology of wind turbines (Athens)
- o New buying connections estimated at \$13 million (Belgrade)
- o \$3 million sale of flax seed (Prague)
- o \$2 million sale of maple lumber/table tops (Dusseldorf)
- o \$1 million sale of railyard information system (Budapest)

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

		<u>Missions Reporting To</u>	
		<u>RWT</u>	<u>RBT</u>
No. Trade Enquiries	Cdn	5779	1577
	Local	5637	559
No. Investment Enquiries	Cdn	394	3
	Local	747	1
No. Business Visitors	Cdn	1645	395
	Local	2243	160