

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the October-December 1986 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 593 EXPORT SALES WORTH \$946 MILLION
2. 359 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 30 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 5 VALUED AT \$61 MILLION
4. 10 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 2 VALUED AT \$587.0 MILLION
5. 11 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 1 VALUED AT \$7.0 MILLION
6. 8 TECHNOLOGY TRANSFERS; 1 VALUED AT \$1.6 MILLION

HIGHLIGHTS:

- o \$150 million gas field contract (Moscow)
- o \$15 million sale of underwater services (Dallas)
- o \$70 million sale of transmission line (Bogota)
- o \$5 million sale of a sewerage system (Abu Dhabi)
- o \$26 million sale of a vessel management system (Hong Kong)
- o \$41 million gas field contract (Kuala Lumpur)

KEY STATISTICS: for the ninety posts having submitted a quarterly report

<u>MISSIONS IN:</u>	<u>Missions</u>		<u>No. Confirmed Export Sales</u>	<u>Value Confirmed Export Sales(\$M)</u>
	<u>Total</u>	<u>Reporting</u>		
Africa & Middle East	18	18	56	53
Asia & Pacific	19	17	153	286
Europe	28	28	169	338
Latin America & Caribbean	15	14	65	159
United States	14	13	150	110
	<u>94</u>	<u>90</u>	<u>593</u>	<u>946</u>

	<u>Trade Enquiries</u>		<u>Investment Enquiries</u>		<u>Business Visitors</u>	
	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>
Africa & Middle East	5398	4917	70	177	997	2038
Asia & Pacific	8578	7005	336	499	2796	3199
Europe	6448	5719	673	945	2073	2221
Latin America & Caribbean	4172	2696	70	83	723	1436
United States	7645	5160	199	920	2337	4015
	<u>32241</u>	<u>25497</u>	<u>1348</u>	<u>2624</u>	<u>8926</u>	<u>12909</u>