

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the April-June 1986 period seventy-three posts reported the following business activity:

1. 381 EXPORT SALES WORTH \$806 MILLION
2. 353 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 58 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 14 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 6 VALUED AT \$8.9 MILLION
5. 11 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 3 VALUED AT \$450.8 MILLION
6. 19 TECHNOLOGY TRANSFERS; 13 VALUED AT \$47.7 MILLION

HIGHLIGHTS:

- o \$450 million commercial development investment (Paris)
- o \$39.7 million sale of sonobuoys (Washington)
- o \$27 million sale of air traffic control towers and equipment (Algiers)
- o \$22 million sale of 2 Dash-8 aircraft (Sydney, Wellington)
- o \$14 million sale of Canola (Mexico)

2. KEY STATISTICS for the eighty seven posts with workload information available

<u>MISSIONS IN:</u>	<u>TRADE ENQUIRIES</u>	<u>INVESTMENT ENQUIRIES</u>	<u>BUSINESS VISITORS</u>
AFRICA & MIDDLE EAST	11673 (12478)	288 (354)	2155 (3121)
ASIA & PACIFIC	15883 (15859)	389 (573)	5814 (5989)
EUROPE	14007 (12763)	1557 (1831)	3424 (3063)
LATIN AMERICA & CARIBBEAN	7797 (7395)	116 (89)	2104 (1811)
UNITED STATES	17199 (19331)	1071 (1374)	3844 (7914)
	66559 (67826)	3421 (4221)	17341 (21898)

(Previous quarter figures in brackets)