

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITIES

During the July - September 1989 period, 74 posts submitted quarterly reports identifying the following business activities:

- 180 EXPORT SALES WORTH \$1,075 MILLION
- 188 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
- 18 NEW JOINT VENTURE/LICENSEING AGREEMENTS WORTH \$7.5 MILLION
- 7 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$285.7 MILLION
- 18 CANADIAN INVESTMENTS ABROAD WORTH \$1.5 MILLION
- 21 TECHNOLOGY TRANSFERS WORTH \$40.5 MILLION

HIGHLIGHTS

SECTION I

- \$903 million worth of aircraft sales (Madrid)
- \$780 million worth of Japanese cigarettes (Tokyo)

SUMMARY OF PROGRAM

RESULTS

- \$117 million sale of peripheral security equipment (Tokyo)
- \$68.4 million worth of aircraft sales (Kingston, Caracas)
- \$70 million sale of rum (Barbados)
- \$25 million sale of Canadian whisky (Tokyo)
- \$24 million transfer of Canadian wood processing technology (Copenhagen)
- \$24 million sale of cellular radio equipment (Mexico)
- \$23 million sale of women's apparel (New York)

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

REGION IS:	BUSINESS REPORTS		EXPORTS CONFIRMED		VALUE OF EXPORTS	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES	EXPORT SALES
Africa & Middle East	17	13	25		210	
Asia Pacific	39	32	79		197	
Europe	27	21	32		231	
Latin America & Caribbean	14	10	19		158	
United States	17	12	120		252	
	94	78	275		1072	

	TRADE INDICATORS		INVESTMENT INDICATORS		BUSINESS VISITORS	
	Can	Total	Can	Total	Can	Total
Africa Middle East	200	302	54	100	200	1074
Asia Pacific	247	802	121	100	1844	2000
Europe	427	427	100	400	1001	1407
Latin America & Caribbean	300	400	20	70	210	1000
United States	120	120	120	200	1121	1000
	2094	2051	743	1100	4176	1000