

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1990 period, 75 points submitted quarterly reports identifying the following business activities:

- 67 EXPORT SALES WORTH \$1.8 BILLION
- 81 NEW BUYING CONNECTIONS/199 AGENCY AGREEMENTS
- 55 NEW JOINT VENTURES @ \$278 M/31 LICENSING AGREEMENTS @ 1/9 M
- 28 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ 128 M
- 25 CANADIAN INVESTMENTS ABROAD @ \$111 M
- 26 TECHNOLOGY TRANSFERS @ \$11.5 M

HIGHLIGHTS

SECTION I

- \$ 200 million joint venture steel plant (Togo)
- \$ 125 million sale of microwave equipment (Japan)
- \$ 75 million investment in Canada tools & hardware (Scout)

SUMMARY OF PROGRAM

RESULTS

- \$ 63 million sale of fish (Tokyo)
- \$ 45 million sale boiler retrofit (Mexico)
- \$ 36 million sale of mobile earth stations (Beijing)
- \$ 20 million sale of fish (Atlanta)
- \$ 15 million sale of feed barley (Dachau)
- \$ 15 million sale of furniture (Brussels)
- \$ 12 million contract for aircraft leasing (Bridgetown)

KEY STATISTICS: for the seventy-five points having submitted a quarterly report

REGION/CTR	POINTS		EXPORT COMPANIES		VALUE COMPANIES	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (M)	
Africa & Middle East	17	11	14		336	
Asia Pacific	39	15	198		556	
Europe	27	23	70		1300	
Latin America & Caribbean	14	14	30		94	
United States	18	13	103		222	
	95	76	315		2718	
	TRADE COUNTRIES		CUSTOMERS		COUNTRIES	
	Can	Local	Can	Local	Can	Local
Africa Middle East	2679	2791	71	72	480	1137
Asia Pacific	6160	6175	219	273	1071	2525
Europe	6229	6175	628	732	2046	2531
Latin America & Caribbean	1402	1402	70	90	211	182
United States	2228	1672	170	200	2138	2867
	28788	28793	1158	1367	4867	7242