

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

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

1. 35 EXPORT SALES WORTH \$59 MILLION
2. 39 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 1 CANADIAN INVESTMENT INITIATIVES IN TERRITORY VALUED AT \$(N/A)
6. 9 TECHNOLOGY TRANSFERS; 8 WORTH \$12.5 MILLION

HIGHLIGHTS:

- o \$6 million sale of mobile bakeries (Cairo)
- o \$3.2 million sale of work benches for electronics assembly line (Kuwait)
- o \$1.4 million sale of wood products (Cairo)
- o \$27 million sale air traffic control towers and equipment (Algiers)
- o \$10 million sale of oil drilling technology and equipment (Accra)
- o \$2.5 million sale of dairy technology and livestock (Tunis)
- o \$1.5 million sale of metallurgy consulting services (Addis)
- o \$1.5 million sale of educational equipment (Abidjan)
- o \$1.2 million sale of engineering consulting services (Yaounde)

2. KEY STATISTICS for the seventeen posts with workload information available

MISSIONS REPORTING TO:

	<u>GAT</u>	<u>GMT</u>
- NO. TRADE ENQUIRIES:	8339 (7144)	3334 (5334)
- NO. INVESTMENT ENQUIRIES:	62 (85)	226 (269)
- NO. BUSINESS VISITORS	1135 (1388)	1020 (1733)

(Previous quarter figures in brackets)