

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the January-March 1987 period fifteen posts reported the following business activity:

1. 39 EXPORT SALES WORTH \$81 MILLION
2. 17 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 0 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 3 TECHNOLOGY TRANSFERS; 1 VALUED AT \$300 THOUSAND

HIGHLIGHTS:

- o \$6 million sale of rail (Rabat)
- o \$2.1 million sale of evaporated milk (Lagos)
- o \$2 million sale of chemicals (Accra)
- o \$2.5 million sale of telecommunications equipment (Harare)
- o \$12 million sale of powdered milk (Algiers)
- o \$30 million sale of lumber (Algiers)

KEY STATISTICS: for the fifteen posts reporting workload information

Missions Reporting To

		GAT	GMT
No. Trade Enquiries	Cdn	3923	685
	Local	2883	793
No. Investment Enquiries	Cdn	11	17
	Local	7	165
No. Business Visitors	Cdn	527	196
	Local	876	343