

PROGRAM RESULTS: EUROPE

BUSINESS ACTIVITY

During the April - June 1991 period twenty-five posts reported the following business activity:

91 EXPORT SALES WORTH \$657 MILLION

21 NEW BUYING CONNECTIONS/46 AGENCY AGREEMENTS

7 NEW JOINT VENTURES WORTH \$0.1 M/1 LICENSING AGREEMENT WORTH \$2 M

13 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$106 M

20 CANADIAN INVESTMENTS IN TERRITORY WORTH \$119 M

17 TECHNOLOGY TRANSFERS WORTH \$3 M

HIGHLIGHTS:

\$ 20 million sale of executive jet aircraft (Challenger) (Ankara)

\$ 5 million sale of packaging machinery (Dusseldorf)

\$ 20 million sale of tank fire control system (London)

\$250 million sale of amphibious aircraft (Paris)

\$120 million sale of six regional jet aircraft (Bonn)

\$ 60 million sale of feed barley (Bucharest)

KEY STATISTICS: for the twenty-five posts reporting workload information

* The split of business visitors between "public" and "private" was introduced for the first time this quarter. Not all missions were able to provide the necessary split. Therefore, for this quarter, "public" business visitors are overstated at the expense of "private" business visitors.

Missions Reporting To

		RBT	RWT
No. Trade Enquiries	Cdn	1788	5857
	Local	1107	6412
No. Investment Enquiries	Cdn	70	468
	Local	87	596
*No. Business Visitors	Cdn Pr/Pub	575/257	1537/466
	Local Pr/Pub	556/465	1375/401