

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the October-December 1986 period eighteen posts reported the following business activity:

1. 56 EXPORT SALES WORTH \$53 MILLION
2. 42 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 WORTH \$12 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 3 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o 4 Sales of lumber worth \$5.8 million (Cairo)
- o \$1 million geophysical survey contract (Amman)
- o \$5 million sewerage system (Abu Dhabi)
- o \$2.7 million sales of auto components and accessories (Kuwait)
- o \$2.2 million sales of auto components and accessories (Riyadh)
- o \$600 thousand sale of bottled water (Lagos)
- o \$500 thousand training services contract (Tunis)
- o \$500 thousand sale of railway spikes (Yaounde)

KEY STATISTICS: for the eighteen posts reporting workload information

Missions Reporting To

		GAT	GMT
No. Trade Enquiries	Cdn	3567	1831
	Local	3211	1706
No. Investment Enquiries	Cdn	20	50
	Local	11	166
No. Business Visitors	Cdn	511	486
	Local	1339	699