

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the October-December 1987 period fourteen posts reported the following business activity:

1. 46 EXPORT SALES WORTH \$170 MILLION
2. 67 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 9 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 6 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$2.2 MILLION
5. 3 CANADIAN INVESTMENTS IN TERRITORY
6. 13 TECHNOLOGY TRANSFERS WORTH \$3.6 MILLION

HIGHLIGHTS:

- o \$100 million sale of locomotives (Lagos)
- o Buying connection for aluminum wire worth \$10 million (Rabat)
- o \$9 million sale of research milk farm (Yaounde)
- o \$9 million sale of jeeps (Rabat)
- o \$8 million contract for engineering and design services (Tunis)
- o \$6 million sale of coking coal (Cairo)
- o \$5 million sale of carpets (Riyadh)
- o \$3 million technical assistance project (Nairobi)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		<u>GAT</u>	<u>GMT</u>
No. Trade Enquiries	Cdn	2318	1167
	Local	1634	1203
No. Investment Enquiries	Cdn	18	35
	Local	10	167
No. Business Visitors	Cdn	332	256
	Local	867	686