

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January - March 1989 period, ninety-one posts submitted quarterly reports identifying the following business activity:

1. 648 EXPORT SALES WORTH \$ 1657 MILLION
2. 471 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 56 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$104 MILLION
4. 22 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$ 301 MILLION
5. 10 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$ 110 MILLION
6. 33 TECHNOLOGY TRANSFERS WORTH \$ 72 MILLION

HIGHLIGHTS:

- ° Four sales of lumber worth \$88 million (Algiers)
- ° \$ 166 million coal development project (New Delhi)
- ° \$ 90 million investment in Canadian laser industry (Tokyo)
- ° \$ 200 million sale of aluminum (Vienna)
- ° \$ 200 million sale of gas turbines (Bonn)
- ° \$ 12.4 million dredging projects (Bogota)
- ° \$ 65.5 million sale of computer components (San Francisco)

KEY STATISTICS: for the ninety-one posts having submitted a quarterly report

<u>MISSIONS IN:</u>	<u>MISSIONS</u>		<u>No. Confirmed</u>		<u>Value Confirmed</u>	
	<u>Total</u>	<u>Reporting</u>	<u>Export</u>	<u>Sales</u>	<u>Export Sales (\$M)</u>	
Africa & Middle East	18	17	86		371	
Asia & Pacific	19	19	140		481	
Europe	28	28	100		402	
Latin America & caribbean	14	14	55		225	
United States	<u>13</u>	<u>13</u>	<u>264</u>		<u>178</u>	
	92	91	648		1657	

	<u>Trade Enquiries</u>		<u>Investment Enquiries</u>		<u>Business Visitors</u>	
	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>
	Africa & Middle East	4871	4871	91	762	1089
Asia & Pacific	8467	9451	348	559	2895	4099
Europe	9011	8450	275	829	2226	3456
Lat. Amer. & Caribbean	4283	3806	54	58	880	1153
United States	<u>8489</u>	<u>7379</u>	<u>100</u>	<u>751</u>	<u>2481</u>	<u>4174</u>
	35,069	33,957	868	2959	9571	14895