

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

During the April-June 1986 period twenty posts reported the following business activity:

1. 103 EXPORT SALES WORTH \$441 MILLION
2. 93 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 10 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 10 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 4 VALUED AT \$6.8 MILLION
5. 4 CANADIAN INVESTMENT INITIATIVE IN TERRITORY; 1 VALUED AT \$450 MILLION
6. 3 TECHNOLOGY TRANSFERS WORTH \$(N/A)

HIGHLIGHTS:

- o \$250 million (past year) sales of Maple Leaf gold coins (Vienna)
- o \$4.6 million sale of pulp and paper industry instrumentation (Helsinki)
- o \$12 million sale of chemical storage facilities (Oslo)
- o \$105 million sale of boilers (Belgrade)
- o \$750 thousand sale of air transportation services (Warsaw)
- o \$1.5 million sale of personal computers (Budapest)
- o \$450 million commercial development investment (Paris)
- o \$13.8 million sale of a flight simulator (Bonn)
- o \$3.6 million sale of printing and associated machinery (Dusseldorf)

2. KEY STATISTICS for the twenty-five posts with workload information available

MISSIONS REPORTING TO:

	<u>RBT</u>	<u>RCT</u>	<u>RST</u>
- NO. TRADE ENQUIRIES:	2773 (2660)	4951 (4268)	6323 (5835)
- NO. INVESTMENT ENQUIRIES:	3 (8)	1066 (1240)	488 (583)
- NO. BUSINESS VISITORS:	156 (258)	1883 (1546)	1385 (1259)

(Previous quarter figures in brackets)