

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the July - September 1993 period, seventy-seven posts submitted quarterly reports identifying the following business activities:

- 402 EXPORT SALES WORTH \$931.49 MILLION
- 94 NEW BUYING CONNECTIONS / 182 AGENCY AGREEMENTS
- 61 NEW JOINT VENTURES WORTH \$66.65 MILLION / 13 LICENSING AGREEMENTS WORTH \$5.7 MILLION
- 17 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$74.71 MILLION
- 29 CANADIAN INVESTMENTS ABROAD WORTH \$322.55 MILLION
- 53 TECHNOLOGY TRANSFERS WORTH \$1.58 MILLION

**HIGHLIGHTS:**

- \$ 50 million sale of steam generator tubing (Paris)
- \$ 40 million sale of 767 flight simulators (Seoul)
- \$ 41.3 million sale of M969 semitrailers (Detroit)
- \$ 15 million sale of Holstein breeding stock (Brussels)
- \$ 7.5 million sale of computer equipment and service (Abidjan)
- \$ 5 million sale for forestry mapping inventory (Jakarta)
- \$3 million sale of E-911 Emergency Telephone Systems (Atlanta)
- \$ 2 million new joint venture municipal incineration service (Tel Aviv)
- \$ 2 million sale of distribution pipeline (Sao Paulo)
- \$ 1 million sale of disposable items for hospitals (San Jose)

**KEY STATISTICS: for the seventy-seven posts having submitted a quarterly report**

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	15	13	51		153	
Asia & Pacific	19	16	89		415	
Europe & Multilateral	28	25	89		115	
Latin America & Caribbean	14	12	47		166	
United States	<u>11</u>	<u>11</u>	<u>126</u>		<u>82</u>	
	87	77	402		931	

  

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	3297	3341	5	28	516 / 29	612 / 61
Asia & Pacific	9377	10163	130	202	1827 / 317	3610 / 555
Europe & Multilateral	7254	6945	235	388	1385 / 306	1773 / 265
Latin America & Caribbean	5813	6010	95	61	820 / 75	1887 / 202
United States	<u>8075</u>	<u>6176</u>	<u>279</u>	<u>227</u>	<u>1392 / 213</u>	<u>1935 / 329</u>
	33816	32635	744	906	5940 / 940	9817 / 1412