

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1990 period, 77 posts submitted quarterly reports identifying the following business activities:

724 EXPORT SALES WORTH \$1,041.6 MILLION

233 NEW BUYING CONNECTIONS/177 AGENCY AGREEMENTS

87 NEW JOINT VENTURE @ \$13.43 M/26 LICENSING AGREEMENTS @ \$225 M

16 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$720 M

18 CANADIAN INVESTMENTS ABROAD @ \$50.6 M

48 TECHNOLOGY TRANSFERS @ \$48.9 M

HIGHLIGHTS:

\$ 84 million sale of wood products (Algiers)

\$ 45 million of software (Ankara)

\$ 35 million sale of wheat/barley (Kuwait)

\$ 27 million sale of bottled water (Chicago)

\$ 24 million sale of 2 Dash-8 aircraft (Kuwait))

\$ 21 million sale of telephone switching equipment (Beijing))

\$ 18 million sale of aircraft simulators (Singapore)

\$ 11 million sale of air traffic control training (Washington)

\$ 11 million sale of a CL-215 water bomber (Athens)

\$ 9 million sale of wheat (Caracus)

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

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED EXPORT SALES	VALUE CONFIRMED EXPORT SALES (\$M)
	TOTAL	REPORTING		
Africa & Middle East	17	16	59	171
Asia Pacific	19	13	111	302
Europe	27	22	97	400
Latin America & Caribbean	14	13	44	28
United States	<u>13</u>	<u>13</u>	<u>413</u>	<u>140</u>
	90	77	724	1041

	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa Middle East	4478	4488	145	164	676	1925
Asia Pacific	7161	7420	318	260	2202	5957
Europe	6293	6943	577	754	2504	2797
Latin America & Caribbean	5815	5774	149	89	674	1665
United States	<u>7639</u>	<u>6267</u>	<u>303</u>	<u>497</u>	<u>2056</u>	<u>3077</u>
	31376	30892	1492	1764	9112	15421