

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the January-March 1987 period, eighty-four posts submitted quarterly reports identifying the following business activity:

1. 558 EXPORT SALES WORTH \$795 MILLION
2. 208 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 17 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 VALUED AT \$6.5 MILLION
4. 21 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 8 VALUED AT \$59 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 16 TECHNOLOGY TRANSFERS; 1 VALUED AT \$300 THOUSAND

HIGHLIGHTS:

- o \$12 million sale of powdered milk (Algiers)
- o \$42 million sale of potash (Beijing)
- o \$71 million sale of wheat (Moscow)
- o \$9.4 million sale of mining trucks (Santiago)
- o \$56 million sale of monorail trains (Atlanta)
- o \$32.6 million sale of robotic equipment (Detroit)

KEY STATISTICS: for the eighty-four posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	17	15	39	81
Asia & Pacific	18	18	144	201
Europe	27	26	147	222
Latin America & Caribbean	15	14	102	76
United States	13	11	126	215
	<u>90</u>	<u>84</u>	<u>558</u>	<u>795</u>

	Trade Enquiries		Investment Enquiries		Business Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	4608	3676	28	172	723	1219
Asia & Pacific	11793	9784	422	578	4128	5439
Europe	7526	5721	424	720	1971	2246
Latin America & Caribbean	4064	2766	61	39	963	1733
United States	6872	4910	222	950	2350	2915
	<u>34863</u>	<u>26857</u>	<u>1157</u>	<u>2459</u>	<u>10135</u>	<u>13552</u>