

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1991 period, 79 posts submitted quarterly reports identifying the following business activities:

460 EXPORT SALES WORTH \$1009 MILLION

100 NEW BUYING CONNECTIONS/199 AGENCY AGREEMENTS

52 NEW JOINT VENTURES WORTH \$13.4 M/21 LICENSING AGREEMENTS WORTH \$1 M

13 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$552 M

26 CANADIAN INVESTMENTS ABROAD WORTH \$8.7 M

68 TECHNOLOGY TRANSFERS WORTH \$11.73 M

HIGHLIGHTS:

- \$ 60 million sale of training package (Kuwait)
- \$.85 million sale of mining equipment (Harare)
- \$ 20 million sale of digital switches (London)
- \$ 8 million sale of machinery (Moscow)
- \$ 69 million sale of emergency clean-up services (Los Angeles)
- \$ 8 million sale of plain and flavoured spring water (Boston)
- \$ 25 million sale of capelin (Tokyo)
- \$ 12 million sale of VME bus card sets (Sydney and Canberra)
- \$ 24 million sale of telephone switching equipment (Mexico)
- \$12.7 million sale and installation of incinerator (Bridgetown)

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

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	16	10	30		169	
Asia Pacific	19	17	101		191	
Europe	27	26	72		101	
Latin America & Caribbean	14	13	57		127	
United States	13	13	200		421	
	89	79	460		1009	

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa Middle East	2347	2647	34	65	264/232	521/421
Asia Pacific	7435	8275	333	404	1265/288	4338/1001
Europe	6712	6613	444	836	1282/604	1541/455
Latin America & Caribbean	6889	8883	81	71	703/157	2096/217
United States	7500	6231	212	428	2074/786	1876/360
	30883	32649	1104	1804	5588/2067	10372/2454