

**PROGRAM RESULTS: UNITED STATES**

**1. BUSINESS ACTIVITY**

During the January-March 1987 period eleven posts reported the following business activity:

1. 126 EXPORT SALES WORTH \$215 MILLION
2. 66 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 VALUED AT \$6.5 MILLION
4. 6 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$10 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 1 TECHNOLOGY TRANSFER

**HIGHLIGHTS:**

- o \$56 million sale of monorail trains (Atlanta)
- o \$4.3 million sale of radio communications (Boston)
- o Industrial Development project worth \$10 million (New York)
- o Third Country Export Licence for sale of radar worth \$40 million (Washington)
- o \$32.6 million sale of robotic equipment (Detroit)
- o \$9 million sale of wind power system (San Francisco)
- o 25 new exporter agencies (Buffalo)
- o \$20 million sale of hydro generating equipment (Washington)

**KEY STATISTICS:** for the eleven posts reporting workload information

	<u>Missions Reporting To</u>		
		UTE	UTW
No. Trade Enquiries	Cdn	3844	3028
	Local	3220	1690
No. Investment Enquiries	Cdn	159	63
	Local	276	674
No. Business Visitors	Cdn	1550	800
	Local	954	1961