

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January - March 1991 period eleven posts reported the following business activities:

- 235 EXPORT SALES WORTH \$283.01M
- 31 NEW BUYING CONNECTIONS / 83 AGENCY AGREEMENTS
- 13 NEW JOINT VENTURES @ \$0.17M / 3 LICENSING AGREEMENTS @ \$50M
- 2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$zeroM
- 6 CANADIAN INVESTMENTS IN TERRITORY @ \$3.38M
- 2 TECHNOLOGY TRANSFERS WORTH \$zeroM

HIGHLIGHTS:

- \$ 60 million sale of transit locomotives (Los Angeles)
- \$ 58 million sale of commuter rail cars (Los Angeles)
- \$ 23 million sale of lubrication oil (Washington)
- \$ 20 million sale of sonobuoys (Detroit)
- \$ 10 million sale of engine parts (Washington)
- \$ 10 million sale of tissues and towels (Atlanta)
- \$ 2 million sale of lithium batteries (New York)

KEY STATISTICS: for the eleven posts reporting workload information

		<u>Missions Reporting To</u>	
		UTO	UTI
No. Trade Enquiries	Cdn	3424	5404
	Local	2499	3393
No. Investment Enquiries	Cdn	65	80
	Local	181	454
No. Business Visitors	Cdn	966	1241
	Local	1339	1707