

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

During the April-June 1986 period ten posts reported the following business activity:

1. 87 EXPORT SALES WORTH \$139 MILLION
2. 84 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 1 INDUSTRIAL DEVELOPMENT INITIATIVE IN CANADA, VALUED AT \$1.4 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS; 1 WORTH \$50,000

HIGHLIGHTS:

- o \$39.7 million sale of sonobuoys (Washington)
- o \$27.4 million sale of aircraft power units (Seattle)
- o \$ multi million sale of flat panel display modules (San Francisco)
- o Establishment in Canada of a \$1.4 million colour separating technology plant (San Francisco)
- o \$17 million sale of urban transit buses (Detroit)
- o \$1.8 million sale of semi-manufactured material for semi-conductors (Cleveland)
- o 3 sales of farm equipment totalling \$1.4 million (Minneapolis)
- o \$1.4 million sale of colour video monitors (Boston)
- o \$1.3 million sale of office furniture (New York)

2. KEY STATISTICS for the fourteen posts with workload information available

- NO. TRADE ENQUIRIES:	17199 (19331)
- NO. INVESTMENT ENQUIRIES:	1071 (1374)
- NO. BUSINESS VISITORS:	3844 (7914)

(Previous quarter figures in brackets)