

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the October - December 1992 period thirteen posts reported the following business activities:

- 185 EXPORT SALES WORTH \$285.49 MILLION
- 72 NEW BUYING CONNECTIONS/34 AGENCY AGREEMENTS
- 8 NEW JOINT VENTURES WORTH \$9.76 M/2 LICENSING AGREEMENTS
- 3 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$5 MILLION
- 1 CANADIAN INVESTMENTS IN TERRITORY WORTH \$2 MILLION
- 3 TECHNOLOGY TRANSFERS WORTH \$0.5 MILLION

HIGHLIGHTS:

- \$ 77.36 million sale of Long Lead Items (LAV) (Detroit)
- \$ 40 million sale of Bi-level rail cars (Los Angeles)
- \$ 17 million sale of Buses (Buffalo)
- \$ 16.4 million sale of furniture (Detroit)
- \$ 15.58 million sale of Agricultural equipment (Dallas)
- \$ 10 million sale of Communications equipment (New York)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTO	UTI
No. Trade Enquiries	Cdn	3898	4341
	Local	2796	3685
No. Investment Enquiries	Cdn	104	98
	Local	191	255
No. Business Visitors	Cdn Pr/Pub	1877/219	1623/364
	Local Pr/Pub	2084/166	767/447