

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the April - June 1989 period thirteen posts reported the following business activities:

111 EXPORT SALES WORTH \$112.6 MILLION

102 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

10 NEW JOINT VENTURES/LICENSING AGREEMENT \$16.7 MILLION

1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$1.7 MILLION

3 CANADIAN INVESTMENTS IN TERRITORY \$200 THOUSAND

1 TECHNOLOGY TRANSFER

HIGHLIGHTS:

\$ 62 million sale of tankers (Detroit)

\$ 12 million joint venture arrangement for navigational equipment (Dallas)

\$ 4 million sale of environmental equipment (New York)

\$ 2.8 million sale of laser cutting equipment (Atlanta)

\$ 901 thousand sale of rough terrain trucks (Cleveland)

\$ 411 thousand sale of rotary actuators (Cleveland)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		UTE	UTW
No. Trade Enquiries	Cdn	3695	3935
	Local	2511	4254
No. Investment Enquiries	Cdn	216	38
	Local	473	588
No. Business Visitors	Cdn	1379	852
	Local	1476	1694