

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January - March 1989 period, thirteen posts reported the following business activity:

1. 264 EXPORT SALES WORTH \$ 178 MILLION
2. 220 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$ 56 MILLION
3. 6 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$ 22 MILLION
4. 9 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$ 26 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS WORTH \$ 17.8 MILLION

HIGHLIGHTS:

- \$ 29 million sale of commuter cars (Boston)
- \$ 10 million sale of drilling equipment (Dallas)
- \$ 3 million sale of conveyor system (Atlanta)
- \$ 65.5 million sale of computer components (San Francisco)
- \$ 9.2 million sale of tractor wheels (Minneapolis)
- \$ 2.4 million contract to form sheet metal (Seattle)

KEY STATISTICS: for the thirteen posts reporting workload information

	<u>MISSIONS REPORTING TO</u>	
	<u>UTW</u>	<u>UTE</u>
No. Trade Enquiries	Cdn 4089	4400
	Local 3698	3681
No. Investment Enquiries	Cdn 37	63
	Local 291	460
No. Business Visitors	Cdn 888	1593
	Local 2269	1905