

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January - March 1992 period thirteen posts reported the following business activities:

294 EXPORT SALES WORTH \$297 MILLION

81 NEW BUYING CONNECTIONS/101 AGENCY AGREEMENTS

2 NEW JOINT VENTURES WORTH \$0.2 M/1 LICENSING AGREEMENT

9 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$28 M

3 CANADIAN INVESTMENTS IN TERRITORY WORTH \$2.8 M

1 TECHNOLOGY TRANSFERS WORTH \$0.8 M

HIGHLIGHTS:

\$51.7 million sale of light armoured vehicle (LAV) (Detroit)

\$ 46 million sale of construction lumber (Chicago)

\$29.8 million sale of electronic equipment (New York)

\$ 10 million sale of transit buses (Los Angeles)

\$ 7.5 million foreign investment in Canada for engineering services (Dallas)

\$ 5 million sale of PC graphics boards (Washington)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTO	UTI
No. Trade Enquiries	Cdn	4369	4908
	Local	3026	3740
No. Investment Enquiries	Cdn	129	106
	Local	245	351
No. Business Visitors	Cdn Pr/Pub	1646/284	1461/343
	Local Pr/Pub	1102/127	1311/196