

**PROGRAM RESULTS: UNITED STATES**

**1. BUSINESS ACTIVITY**

During the July-September 1986 period twelve posts reported the following business activity:

1. 78 EXPORT SALES WORTH \$76 MILLION
2. 49 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 1 NEW JOINT AGREEMENT/LICENCING AGREEMENT
4. 2 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$4 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 0 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o 3 sales of clothing and accessories worth \$3 million (Dallas)
- o \$4 million industrial development (Buffalo)
- o \$10 million sale of safety equipment (New York)
- o 8 sales of military components worth \$13.4 million (Detroit)
- o \$4 million sale of automotive stampings (Detroit)
- o \$1.4 million sale of silicone sealants (Minneapolis)
- o \$600 thousand sale of software (Minneapolis)
- o Computer software Industrial Developmentt creating 30 jobs (San Francisco)

**KEY STATISTICS:** for the twelve posts reporting workload information

|                          | <u>Missions Reporting To</u> |             |
|--------------------------|------------------------------|-------------|
|                          | <u>UTE</u>                   | <u>UTW</u>  |
| No. Trade Enquiries      | 5514 (11,401)                | 6086 (5798) |
| No. Investment Enquiries | 275 (438)                    | 722 (633)   |
| No. Business Visitors    | 1185 (2534)                  | 1293 (1310) |

(Previous quarter figures in brackets-adjusted for Bureau reorganization)