

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the October - December 1991 period thirteen posts reported the following business activities:

306 EXPORT SALES WORTH \$211 MILLION

6 NEW BUYING CONNECTIONS/79 AGENCY AGREEMENTS

10 NEW JOINT VENTURES WORTH \$12 M/3 LICENSING AGREEMENTS WORTH \$7 M

4 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$27 M

5 CANADIAN INVESTMENTS IN TERRITORY WORTH \$1 M

8 TECHNOLOGY TRANSFERS WORTH \$1.5 M

HIGHLIGHTS:

\$ 35 million sale of spring mineral water (Boston)

\$25.6 million foreign investment in Canada for aluminum extrusions (San Francisco)

\$ 20 million sale of office furniture (Seattle)

\$ 10 million sale of electrical contacts (Buffalo)

\$ 7 million new licensing agreement for lake sturgeon (New York)

\$ 7 million new joint venture for once-through steam generators (Los Angeles)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTO	UTI
No. Trade Enquiries	Cdn	3916	4927
	Local	2947	3967
No. Investment Enquiries	Cdn	148	148
	Local	179	377
No. Business Visitors	Cdn Pr/Pub	1693/258	664/242
	Local Pr/Pub	1235/146	816/243