

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the April - June 1991 period thirteen posts reported the following business activities:

374 EXPORT SALES WORTH \$236 MILLION

100 NEW BUYING CONNECTIONS/57 AGENCY AGREEMENTS

5 NEW JOINT VENTURES/0 LICENSING AGREEMENTS

6 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$40 M

2 CANADIAN INVESTMENTS IN TERRITORY WORTH \$0.3 M

5 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

\$ 60 million sale of bottled spring water (Boston)

\$ 36 million sale of light armored vehicle (Detroit)

\$ 6 million sale of printed circuit boards (Atlanta)

\$ 4.5 million new joint venture for the production of airframe assembly robots (Chicago)

\$ 1 million sale of amplifiers (Los Angeles)

\$ 2 million sale of mushrooms (Seattle)

KEY STATISTICS: for the thirteen posts reporting workload information

* The split of business visitors between "public" and "private" was introduced for the first time this quarter. Not all missions were able to provide the necessary split. Therefore, for this quarter, "public" business visitors are overstated at the expense of "private" business visitors.

Missions Reporting To

		UTO	UTI
No. Trade Enquiries	Cdn	3686	4542
	Local	3699	3364
No. Investment Enquiries	Cdn	223	115
	Local	210	261
*No. Business Visitors	Cdn Pr/Pub	1283/398	498/379
	Local Pr/Pub	693/451	999/171