

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the July-September 1988 period twelve posts reported the following business activity:

1. 200 EXPORT SALES WORTH \$190 MILLION
2. 180 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$25 MILLION
3. 12 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$94 MILLION
4. 14 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$96 MILLION
5. 6 CANADIAN INVESTMENTS IN TERRITORY
6. 4 TECHNOLOGY TRANSFERS WORTH \$3 MILLION

HIGHLIGHTS:

- o \$119 million sale of landing gear (Seattle)
- o \$90 million investment in Canada to produce tape cartridge (San Francisco)
- o \$1.2 million sale of bus passenger counters (Chicago)
- o \$3.1 million sale of armoured vehicles (Detroit)
- o \$2 million sale of document readers (Washington)
- o \$1.2 million sale of machined parts (Boston)

KEY STATISTICS: for the twelve posts reporting workload information

Missions Reporting To

		UTE	UTW
No. Trade Enquiries	Cdn	4414	4089
	Local	3706	4704
No. Investment Enquiries	Cdn	252	147
	Local	213	737
No. Business Visitors	Cdn	982	1443
	Local	719	2265