

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January-March 1988 period thirteen posts reported the following business activity:

1. 182 EXPORT SALES WORTH \$57 MILLION
2. 173 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 5 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$1.8 MILLION
4. 10 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$4 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o \$7 million sale of ventilation systems (Los Angeles)
- o \$5 million sale of satellite, substations and earthstations (Seattle)
- o \$2 million sale of educational computer software (Buffalo)
- o \$2 million investment in blood analysis equipment in Canada (New York)
- o New buying connection worth \$1 million in telecommunication (Los Angeles)
- o \$1 million sale of shock absorbers (Detroit)

KEY STATISTICS: for the thirteen posts reporting workload information

|                          |       | <u>Missions Reporting To</u> |      |
|--------------------------|-------|------------------------------|------|
|                          |       | UTE                          | UTW  |
| No. Trade Enquiries      | Cdn   | 4005                         | 3999 |
|                          | Local | 2735                         | 3312 |
| No. Investment Enquiries | Cdn   | 91                           | 189  |
|                          | Local | 958                          | 1434 |
| No. Business Visitors    | Cdn   | 1161                         | 1464 |
|                          | Local | 1438                         | 1539 |