

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the October - December 1993 period eleven posts reported the following business activities:

- 209 EXPORT SALES WORTH \$238.55 MILLION
- 21 NEW BUYING CONNECTIONS / 57 AGENCY AGREEMENTS
- 1 NEW JOINT VENTURES / 1 LICENSING AGREEMENT
- 4 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$48.6 MILLION
- 2 CANADIAN INVESTMENTS IN TERRITORY WORTH \$3 MILLION

HIGHLIGHTS:

- \$6 Million sale of Stolt sterling brand Salmon (Detroit)
- \$3 Million sale of Office Furniture, IIDEX 93 (Detroit)
- \$3 Million sale of Furniture (Los Angeles)
- \$2.3 Million sale of Tents (Seattle)
- \$1.2 Million sale of Gabardine cloth (Washington)

KEY STATISTICS: for the eleven posts reporting workload information

Missions Reporting To

		UTO	UTI
No. Trade Enquiries	Cdn	4632	3423
	Local	2901	3193
No. Investment Enquiries	Cdn	195	125
	Local	107	245
No. Business Visitors	Cdn Pr / Pub	1518 / 207	551 / 112
	Local Pr / Pub	1881 / 198	401 / 54