

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the July - September 1990 period thirteen posts reported the following business activities:

361 EXPORT SALES WORTH \$440 MILLION

27 NEW BUYING CONNECTIONS/78 AGENCY AGREEMENTS

33 NEW JOINT VENTURES @ \$3 M /19 LICENSING AGREEMENTS @ \$21 M

12 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA @ \$51 M

5 CANADIAN INVESTMENTS IN TERRITORY @ \$2.5 M

7 TECHNOLOGY TRANSFERS WORTH \$1.6 M

HIGHLIGHTS:

\$ 20 million sale of fish (Atlanta)

\$ 15 million sale of furniture (Buffalo)

\$ 8 million sale of instrument panels (Seattle)

\$ 6 million sale of computer equipment (Dallas)

\$ 5 million sale of engine parts (Dallas)

\$ 2 million sale of salmon (Washington)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		UTO	UTI
No. Trade Enquiries	Cdn	3285	4029
	Local	2699	2980
No. Investment Enquiries	Cdn	124	52
	Local	156	204
No. Business Visitors	Cdn	1743	373
	Local	1867	573