

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the October - December 1990 period thirteen posts reported the following business activities:

285 EXPORT SALES WORTH \$230 MILLION

49 NEW BUYING CONNECTIONS/53 AGENCY AGREEMENTS

3 NEW JOINT VENTURES @ \$1 M /3 LICENSING AGREEMENTS @ \$0.2 M

2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA

2 CANADIAN INVESTMENTS IN TERRITORY

2 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

\$ 124 million sale of 767 tailcone (Seattle)

\$ 11 million sale of transit buses (Los Angeles)

\$ 7 million sale of a robotic paint system (Atlanta)

\$ 2.5 million sale of furniture (Detroit)

\$ 4 million sale of UHT-longlife milk (Atlanta)

\$ 4 million sale of sand bags (Washington)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		UTO	UTI
No. Trade Enquiries	Cdn	3366	4589
	Local	2695	3744
No. Investment Enquiries	Cdn	130	54
	Local	155	259
No. Business Visitors	Cdn	1607	547
	Local	1134	545