

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the October-December 1988 period thirteen posts reported the following business activity:

1. 294 EXPORT SALES WORTH \$124 MILLION
2. 299 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH 50 MILLION
3. 26 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$7 MILLION
4. 11 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$15 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$1 MILLION
6. 38 TECHNOLOGY TRANSFERS WORTH 58 MILLION

HIGHLIGHTS:

- o \$ 4.5 million metal fabrication machinery (Buffalo)
- o \$ 4.7 million sale of upholstery (New York)
- o \$ 5.4 million sale of aircraft components (Seattle)
- o \$700 thousand sale of castings (Detroit)
- o \$1.5 million sale of port equipment (San Francisco)
- o \$5.0 million sale of computer equipment (Washington)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTW	UTE
No. Trade Enquiries	Cdn	4785	3870
	Local	5060	3046
No. Investment Enquiries	Cdn	45	56
	Local	698	106
No. Business Visitors	Cdn	1101	1480
	Local	1442	1242