

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

During the April-June 1987 period thirteen posts reported the following business activity:

1. 240 EXPORT SALES WORTH \$111 MILLION
2. 175 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 16 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$3.3 MILLION
4. 15 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$20 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$2.7 MILLION
6. 7 TECHNOLOGY TRANSFERS WORTH \$7 MILLION

HIGHLIGHTS:

- o \$32 million sale of training simulator (Chicago)
- o \$14 million investment in Canadian plastics industry (New York)
- o Various sales of electronic and mechanical components worth \$9 million to major defence contractor (Atlanta)
- o \$7 million sale of aircraft parts (Seattle)
- o \$5 million sale of structural steel (San Francisco)
- o 2 sales of marine engines and instrumentation worth \$6 million (Dallas)
- o \$4.8 million sale of communications antenna (New York)
- o \$1.5 million investment in Canadian automotive sector (Detroit)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTE	UIW
No. Trade Enquiries	Cdn	4429	3223
	Local	3355	2822
No. Investment Enquiries	Cdn	185	67
	Local	578	546
No. Business Visitors	Cdn	1167	999
	Local	1441	1563