

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January - March 1990 period thirteen posts reported the following business activities:

200 EXPORT SALES WORTH \$125.5 MILLION

202 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

5 NEW JOINT VENTURES/LICENSING AGREEMENT \$3.1 MILLION

9 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$5 MILLION

6 CANADIAN INVESTMENTS IN TERRITORY WORTH \$22.4 MILLION

4 TECHNOLOGY TRANSFERS WORTH \$2 MILLION

HIGHLIGHTS:

\$ 34 million sale of electrical equipment (Chicago)

\$ 20.9 million sale of sonobuoy equipment (Detroit)

\$ 20 million sale of aggregates (Atlanta)

\$ 10 million sale of military shelters (Boston)

\$ 6.2 million sale of communications equipment (Los Angeles)

\$ 2.28 million sale of communications equipment (Atlanta)

KEY STATISTICS: for the thirteen posts reporting workload information

| | | <u>Missions Reporting To</u> | |
|--------------------------|-------|------------------------------|------|
| | | UTE | UTW |
| No. Trade Enquiries | Cdn | 3477 | 4939 |
| | Local | 2377 | 5777 |
| No. Investment Enquiries | Cdn | 113 | 68 |
| | Local | 482 | 427 |
| No. Business Visitors | Cdn | 1341 | 979 |
| | Local | 1217 | 2290 |