

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the July-September 1986 period fifteen posts reported the following business activity:

1. 61 EXPORT SALES WORTH \$165 MILLION
2. 56 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 11 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 WORTH \$5 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 1 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 1 TECHNOLOGY TRANSFER WORTH \$1.6 MILLION

HIGHLIGHTS:

- o \$1million sale of wind turbines (Buenos Aires)
- o \$21 million sale of pulp mill equipment (Santiago)
- o \$6 million sale of long fibre pulp (Sao Paulo)
- o \$60 million sale of sulphuric acid plant (Mexico)
- o \$4.2 million design/construction contract (Havana)
- o \$650 thousand sale of electronic taximeters (San Jose)
- o \$1.7 million sale of sewerage project equipment (Kingston)
- o \$5 million technology transfer contract (Caracas)
- o \$5 million sale of milk powder (Lima)

KEY STATISTICS: for the fifteen posts reporting workload information

Missions Reporting To

	LCT	LST
No. Trade Enquiries	2004 (2821)	4383 (4976)
No. Investment Enquiries	41 (53)	53 (63)
No. Business Visitors	607 (735)	1316 (1369)

(Previous quarter figures in brackets)