

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the April-June 1988 period twelve posts reported the following business activity:

1. 47 EXPORT SALES WORTH \$74 MILLION
2. 27 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 4 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o \$23 million sale of engineering services (Santiago)
- o \$16 million sale & installation of radar system (Port-of-Spain)
- o \$13 million sale of dairy cattle (Caracas)
- o \$3 million sale of seed potatoes (Havana)
- o \$3 million sale of canola (Mexico)

**KEY STATISTICS:** for the twelve posts reporting workload information  
Missions Reporting To

		LCT	LST
No. Trade Enquiries	Cdn	998	2659
	Local	857	2295
No. Investment Enquiries	Cdn	40	20
	Local	35	45
No. Business Visitors	Cdn	216	318
	Local	466	621