

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the January-March 1987 period fourteen posts reported the following business activity:

1. 102 EXPORT SALES WORTH \$76 MILLION
2. 33 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 0 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o 1 contract for consulting services worth 7.8 million (Caracas)
- o \$6.5 million sale of mining equipment (Santiago)
- o \$2.5 million sale of gas processing equipment (Bridgetown)
- o \$14 million sale of feed grains (Mexico)
- o \$2.4 million sale of coinage (Caracas)
- o \$1 million sale of system projectors (Sao Paulo)
- o \$9.4 million sale of mining trucks (Santiago)
- o Provision of project management services worth \$2.8 million (Kingston)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	1462	2602
	Local	930	1836
No. Investment Enquiries	Cdn	36	25
	Local	23	16
No. Business Visitors	Cdn	385	578
	Local	910	823