

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the October-December 1987 period thirteen posts reported the following business activity:

1. 79 EXPORT SALES WORTH \$214 MILLION
2. 40 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 10 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$15 MILLION
4. 2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$1 MILLION
6. 3 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o \$55 million sale of Dash-8 aircraft (Bridgetown)
- o \$23 million sale of satellite station (Quito)
- o Joint venture agreement worth \$15 million (Bogota)
- o \$12 million sale of digital switches (Kingston)
- o \$10 million sale of dairy cattle (Caracas)
- o \$3.5 million sale of seed potatoes (Buenos Aires)
- o \$1.2 million sale of coins (San Jose)

**KEY STATISTICS: for the thirteen posts reporting workload information**

		<u>Missions Reporting To</u>	
		<u>LCT</u>	<u>LST</u>
No. Trade Enquiries	Cdn	1163	2873
	Local	882	2101
No. Investment Enquiries	Cdn	36	17
	Local	30	15
No. Business Visitors	Cdn	346	460
	Local	658	403