

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the April - June 1993 period fourteen posts reported the following business activity:

- 71 EXPORT SALES WORTH \$166.29 MILLION
- 18 NEW BUYING CONNECTIONS / 38 AGENCY AGREEMENTS
- 17 NEW JOINT VENTURES WORTH \$16.5 MILLION / 7 LICENSING AGREEMENTS WORTH \$0.03 MILLION
- 1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
- 9 CANADIAN INVESTMENTS IN TERRITORY WORTH \$434.66 MILLION
- 15 TECHNOLOGY TRANSFERS WORTH \$1.83 MILLION

**HIGHLIGHTS:**

- \$ 35 million sale of water treatment equipment/services (Caracas)
- \$ 32.5 million sale of water treatment equipment/services (Caracas)
- \$ 6 million sale of television transmitters (Santiago)
- \$ 5 million new joint venture for integrated salmon farming (Santiago)
- \$ 3 million sale of bar coding system (Mexico)
- \$ 2.5 million sale of GIS (General Industrial Security) software (Mexico)

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

Missions Reporting To

		LGT
No. Trade Enquiries	Cdn	7667
	Local	8474
No. Investment Enquiries	Cdn	121
	Local	93
No. Business Visitors	Cdn Pr / Pub	1710 / 436
	Local Pr / Pub	5085 / 493