

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the April-June 1986 period fourteen posts reported the following business activity:

1. 66 EXPORT SALES WORTH \$62 MILLION
2. 56 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 2 CANADIAN INVESTMENT INITIATIVES IN TERRITORY VALUED AT \$0.8 MILLION
6. 5 TECHNOLOGY TRANSFERS; 4 WORTH \$35.1 MILLION

HIGHLIGHTS:

- o \$5 million sale of engineering consulting services (San Jose)
- o \$14 million sale of Canola (Mexico)
- o 2 sales of skim milk powder valued at \$720 thousand (Port of Spain)
- o \$27 million sale of sodium and chloride plant equipment and technology (Bogota)
- o \$7 million sale of a grinding mill (Santiago)
- o \$3 million sale of microwave landing systems (Sao Paulo)
- o \$10 million sale of wheat (Lima)
- o \$1.2 million sale of aircraft parts (Caracas)
- o \$900 thousand sale of road graders (Quito)

2. KEY STATISTICS for the fifteen posts with workload information available

MISSIONS REPORTING TO:

	<u>LCT</u>	<u>LST</u>
- NO. TRADE ENQUIRIES:	2821 (2776)	4976 (4619)
- NO. INVESTMENT ENQUIRIES:	53 (30)	63 (59)
- NO. BUSINESS VISITORS:	735 (853)	1369 (958)

(Previous quarter figures in brackets)