

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the October - December 1989 period fourteen posts reported the following business activity:

84 EXPORT SALES WORTH \$146 MILLION

36 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

3 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$2.4 MILLION

0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA

3 CANADIAN INVESTMENTS IN TERRITORY WORTH \$430 THOUSAND

0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

\$ 60.6 million sale of telephone equipment (Kingston, Bridgetown)

\$ 45 million sale of water pumping equipment (Caracas)

\$ 7 million sale of consulting engineering services (Guatemala)

\$ 6.1 million sale of dairy cattle (Mexico)

\$ 5.2 million sale of plant security (Lima)

\$ 2.8 million sale of rural telephone system (San Jose)

\$ 1 million sale of heavy transporter equipment (Sao Paulo)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	2065	2836
	Local	1900	1996
No. Investment Enquiries	Cdn	50	13
	Local	47	40
No. Business Visitors	Cdn	295	362
	Local	673	419