

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the January - March 1989 period, fourteen posts reported the following business activity:

1. 55 EXPORT SALES WORTH \$ 225 MILLION
2. 64 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$ 4.4 MILLION
3. 6 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$ 7 MILLION
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 3 CANADIAN INVESTMENTS IN TERRITORY WORTH \$ 71.3 MILLION
6. 0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- ° \$ 14.4 million sale of trucks (Lima)
- ° \$ 12.4 million dredging projects (Bogota)
- ° \$ 6.5 million sale of industrial equipment (Sao Paulo)
- ° \$ 5 million sale of gas processing equipment (Sao Paulo)
- ° \$ 4.1 million sale of industrial equipment (Santiago)
- ° \$ 40 million sale of canola seed (Mexico)
- ° \$ 24 million sale of telephone quipment (Kingston)

KEY STATISTICS: for the fourteen posts reporting workload information

	<u>MISSIONS REPORTING TO</u>	
	<u>LCT</u>	<u>LST</u>
No. Trade Enquiries	Cdn 1361	2922
	Local 1671	2135
No. Investment Enquiries	Cdn 33	21
	Local 28	30
No. Business Visitors	Cdn 352	528
	Local 760	393