

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the July-September 1987 period fourteen posts reported the following business activity:

1. 80 EXPORT SALES WORTH \$94 MILLION
2. 52 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 6 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

**HIGHLIGHTS:**

- o Sales of oilseeds worth \$21 million (Mexico)
- o \$13 million sale of wheat (Lima)
- o \$8 million sale of scientific equipment (Brasilia)
- o \$8 million contract for design of arctic vessel (Sao Paulo)
- o \$5 million contract for airport terminal (Havana)
- o \$3 million sale of switching equipment (Kingston)
- o \$2 million contract for technology transfer of consulting services on sewage system (Bridgetown)
- o Sale of dairy cattle worth \$3 million (Caracas)

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

Missions Reporting To

		LCT	LST
No. Trade Enquiries	Cdn	1260	3280
	Local	803	2627
No. Investment Enquiries	Cdn	35	20
	Local	19	76
No. Business Visitors	Cdn	267	293
	Local	471	536