

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the April - June 1991 period fourteen posts reported the following business activity:

- 62 EXPORT SALES WORTH \$173 MILLION
- 16 NEW BUYING CONNECTIONS/33 AGENCY AGREEMENTS
- 12 NEW JOINT VENTURES WORTH \$3 M/1 LICENSING AGREEMENT
- 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA
- 6 CANADIAN INVESTMENTS IN TERRITORY WORTH \$34 M
- 6 TECHNOLOGY TRANSFERS WORTH \$0.7 M

**HIGHLIGHTS:**

- \$ 15 million sale of plastics machinery (Mexico)
- \$ 11 million sale of cellular telephony equipment (Lima)
- \$ 46 million sale of telephony equipment & network modernization (Mexico)
- \$ 40 million sale of wheat (Brasilia)
- \$ 3 million sale of power distribution equipment (Buenos Aires)
- \$ 9 million sale of lard (Havana)

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

\* The split of business visitors between "public" and "private" was introduced for the first time this quarter. Not all missions were able to provide the necessary split. Therefore, for this quarter, "public" business visitors are overstated at the expense of "private" business visitors.

Missions Reporting To

		LGT
No. Trade Enquiries	Cdn	9979
	Local	11143
No. Investment Enquiries	Cdn	75
	Local	61
*No. Business Visitors	Cdn Pr/Pub	513/895
	Local Pr/Pub	877/2755