

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the January-March 1988 period fourteen posts reported the following business activity:

1. 61 EXPORT SALES WORTH \$100 MILLION
2. 52 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$2 MILLION
6. 7 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$17 million sale of dairy products (Lima)
- o \$8 million sale of cellular telephone (Kingston)
- o \$6 million sale of dairy cattle (Caracas)
- o \$4 million sale of road graders (Santiago)
- o \$2 million investment in territory (Caracas)
- o \$3 million contract for printing of bank notes (Guatemala)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	1292	3452
	Local	932	2268
No. Investment Enquiries	Cdn	29	20
	Local	16	40
No. Business Visitors	Cdn	404	507
	Local	697	565