

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the January - March 1991 period fourteen posts reported the following business activity:

- 78 EXPORT SALES WORTH \$96.64M
- 17 NEW BUYING CONNECTIONS / 44 AGENCY AGREEMENTS
- 10 NEW JOINT VENTURES @ \$120M / 5 LICENSING AGREEMENT @ \$.01M
- 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA \$zeroM
- 5 CANADIAN INVESTMENTS IN TERRITORY @ \$2M
- 5 TECHNOLOGY TRANSFER @ \$zeroM

HIGHLIGHTS:

- \$ 46 million sale of telecommunication equipment (Port of Spain)
- \$11 million sale of skimmed milk powder (Havana)
- \$ 6 million sale oilfield equipment (San Jose)
- \$ 5 million sale of cellar telephone equipment (Lima)
- \$ 4 million sale of telecommunications equipment (Mexico)

KEY STATISTICS: for the fourteen posts reporting workload information

	<u>Missions Reporting To</u>	
		LGT
No. Trade Enquiries	Cdn	6912
	Local	8299
No. Investment Enquiries	Cdn	81
	Local	81
No. Business Visitors	Cdn	1063
	Local	2702