

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the October-December 1988 period twelve posts reported the following business activity:

1. 66 EXPORT SALES WORTH \$145 MILLION
2. 21 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$ 0.8 MILLION
3. 5 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 5 CANADIAN INVESTMENTS IN TERRITORY WORTH 49 MILLION
6. 5 TECHNOLOGY TRANSFERS WORTH 5 MILLION

HIGHLIGHTS:

- o \$42 million Canadian Hotel investment and joint venture (Bridgetown)
- o \$ 5.1 million sale of building products (Havana)
- o \$32 million sale of water pumps (Caracas)
- o \$30 million sale of pulp mill engineering services (Santiago)
- o \$ 5 million Canadian investment (Bogota)
- o \$ 4.2 million sale of cellular phones (Santiago)

KEY STATISTICS: for the twelve posts reporting workload information

Missions Reporting To

		LCT	LST
No. Trade Enquiries	Cdn	972	2675
	Local	535	2202
No. Investment Enquiries	Cdn	22	10
	Local	34	53
No. Business Visitors	Cdn	149	510
	Local	232	563