

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the January - March 1993 period thirteen posts reported the following business activity:

- 60 EXPORT SALES WORTH \$109.5 MILLION
- 9 NEW BUYING CONNECTIONS / 28 AGENCY AGREEMENTS
- 7 NEW JOINT VENTURES WORTH \$10 MILLION / 2 LICENSING AGREEMENTS
- 4 CANADIAN INVESTMENTS IN TERRITORY WORTH \$12.8 MILLION
- 11 TECHNOLOGY TRANSFERS WORTH \$1.06 MILLION

HIGHLIGHTS:

- \$ 20 million sale of Telephone Equipment (Guatemala)
- \$ 10.9 million sale of Airport Security Systems (Lima)
- \$ 10 million sale of Oil Separation System (Bogota)
- \$ 9.8 million sale of Polyethylene pipe (Sao Paulo)
- \$ 2.5 million sale of Slant Drilling Equipment (Caracas)
- \$2.2 million sale of IDB funded Highways Study (Port-of-Spain)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		LGT
No. Trade Enquiries	Cdn	7276
	Local	8841
No. Investment Enquiries	Cdn	88
	Local	54
No. Business Visitors	Cdn Pr / Pub	2023 / 318
	Local Pr / Pub	5555 / 447