

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the April-June 1987 period thirteen posts reported the following business activity:

1. 86 EXPORT SALES WORTH \$272 MILLION
2. 54 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$8 MILLION
4. 1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA WORTH \$2 MILLION
5. 2 CANADIAN INVESTMENTS IN TERRITORY
6. 8 TECHNOLOGY TRANSFERS WORTH \$13 MILLION

HIGHLIGHTS:

- o 12 sales of grain and oilseeds worth \$81 million (Mexico)
- o Contract for mechanical and electrical services worth \$25 million (Kingston)
- o \$24 million sale of wheat (Lima)
- o \$8 million sale of locomotive parts (Buenos Aires)
- o \$1.5 million sale of cattle (San Jose)
- o \$3 million contract for design, management and consulting services (Sao Paulo)
- o \$18 million sale of prefab steel buildings (Kingston)
- o \$2 million sale of locomotive parts (Brasilia)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		LCT	LST
No. Trade Enquiries	Cdn	1439	2616
	Local	972	2244
No. Investment Enquiries	Cdn	20	19
	Local	19	12
No. Business Visitors	Cdn	294	344
	Local	588	532