

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the July - September 1990 period fourteen posts reported the following business activity:

30 EXPORT SALES WORTH \$94 MILLION

8 NEW BUYING CONNECTIONS @ \$zero /31 AGENCY AGREEMENTS @ \$21 M

5 NEW JOINT VENTURES @ \$4 M/2 LICENSING AGREEMENTS @ \$12 M

1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA \$2.5 M

0 CANADIAN INVESTMENTS IN TERRITORY @ \$zero

1 TECHNOLOGY TRANSFER @ \$20 M

HIGHLIGHTS:

\$ 45 million sale boiler retrofit (Mexico)

\$ 36 million sale telecommunications equipment (Mexico)

\$ 20 million Canadian investment in territory acid plant (Santiago)

\$ 12 million contract for aircraft leasing (Bridgetown)

\$ 5 million sale durum wheat (Santiago)

\$ 1.0 million sale of helicopters (Lima)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	1490	4592
	Local	1342	5641
No. Investment Enquiries	Cdn	52	26
	Local	40	58
No. Business Visitors	Cdn	116	628
	Local	330	875