

Venezuela

Venezuela has over 15 million people, mestizos or Spanish-Indians, Europeans, Africans and Indians.

It has the greatest trade exchange with Canada of any Latin country. There have been high-level trade missions between the two countries since the mid-1970s. Prime Minister Trudeau paid an official visit in 1976, Venezuelan Foreign Minister José Zambrano Velasco came to Canada early in 1981 and External Affairs Minister Mark MacGuigan went to Venezuela in 1982.

Venezuela is Canada's major foreign supplier

of petroleum, and last year the trade balance was heavily in its favour: Canada imported \$1.8 billion worth of goods, mostly oil, and exported \$437 million worth.

Recently, as Venezuela's production of light crude oil has declined, it has displayed interest in Canadian technology for converting heavy oils such as oil sands.

Venezuela also sends Canada iron ore, cocoa and coffee, and Canada sends Venezuela newsprint, auto parts, synthetic rubber and plastics.

Mexico

Mexico, the third largest country in Latin America, has the largest Spanish-speaking population in the world.

Its 74 million people include mestizos, American Indians and Caucasians. It has been independent from Spain since 1810 and a republic since the French-sponsored monarchy under Maximilian von Hapsburg collapsed in 1822.

Canada and Mexico have been flirting with each other for a long time.

In 1905 the two countries hired a British steamship line to carry cargos between them. The contract was renewed in 1909 and 1912, but when the Mexican Revolution came in 1913 the steamship service ended.

In 1920 Mexico sent a commercial representative to Toronto, and Canada sent one to Mexico City. Nothing much came of that.

World War II brought new urgency and the two countries signed an accord in 1946. Mexico sold Canada \$13.5 million worth of goods that year and bought \$8.8 million.

Today Mexico is Canada's second largest Latin trading partner and the one with which it has the most varied relationship. Canadian exports to Mexico more than doubled during the 1960s and Mexican exports to Canada tripled. In May 1980 the two countries signed an Agreement on Industrial and Energy Cooperation, which provides for the sale of Mexican oil to Canada and for Canadian participation in Mexico's industrial development. In 1981 Canada's exports rose to \$715 million and its imports, reflecting the impact of oil, went to \$996 million. Last year the imports leveled off at \$998 million while exports shrank to \$485 million.

Brazil

Brazil, the largest country in South America, has 127 million people, almost half of the continent's total.

It was Canada's best South American customer in 1982 when it bought \$525 million worth of goods and sold Canada \$482 million.

President Joao Figueiredo visited Ottawa that year and showed a particular interest in Canadian high technology.

Canada's Export Development Corporation then loaned Embratel, the Brazilian government's telecommunications corporation, \$84.6 million and Embratel arranged to buy two domestic communications satellites and associated ground equipment from Spar Aerospace Ltd. of Toronto. The EDC also loaned \$30 million to Petrobras, the Brazilian government's petroleum agency, to buy petroleum-refining equipment.

Clang, Clang, Clang Went the Trolley

During most of this century Canada was Brazil's greatest foreign investor.

The link began in 1896 when Capt. F.A.

Gualco, a resident of Toronto, and Augusto de Souza, the brother-in-law of the President of the Brazilian state of Sao Paulo, established Sao Paulo's first electric tramway system. Frederick S. Pearson, an American engineer, raised most of the capital needed in Canada, principally from stock-

